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The Editor's Page

LOWER RATES TO SHIPPERS—GREATER REVENUE PER CAR FOR RAILROADS

MOST people are agreed that railroad rates should bring a proper return to the carriers and that it is necessary to have the rails of the country succeed financially in order to have good business conditions and proper service.

On the other hand, the rates must be made on a basis that will be fair to the shippers. This would encourage more freight movement.

The present bases are not reliable; they are discriminatory of various localities, various commodities and various shippers. Undercharges and overcharges are frequent. It is frequently difficult to determine the rate to be paid due to the many complications surrounding rate matters, thus placing a hardship on the shipper. He should be able to determine his costs in such matters with an assurance that will enable him to complete his sales promptly.

A rate system should provide:

1—Ease for figuring.

2—Definite rules so that when the weight and distance are known, the rates can be quickly figured.

3—For freight in excess of a prescribed minimum, a rate that will give an incentive for "greater revenue per car for the railroad and a lower rate per 100 lbs. for the shipper."

4—A minimum number of tariffs.

5—Elimination of suits before the Interstate Commerce Commission because of discrimination between commodities and localities.

6—Reasonable uniformity.

If these things can be accomplished, the rate system should be a success. It would enable the carriers to operate more economically because of the following facts:

Heavier loading of cars; fewer cars required; greater revenue tons per train; standard revenue on each car; large reduction of amount of less-carload freight handled through freight houses due to forwarders using the carload rates to distribution points; reduction in claims; great reduction in rate hearings and meetings.

The shippers would save as follows:

By reducing over and undercharges by better locations of plants and distribution points, all localities becoming good distribution points which is not now the case; by improving sales information through a knowledge of rates; by avoiding present absorption of undercharges due to account sales having been closed before they are received; and by eliminating expensive packing rules, etc.

The proposed schedule is as follows:

All shipments to be released to a value not exceeding \$10 per 100 lbs., with provision for an insurance charge, should higher values be desired.

Mileage between two points to be the shortest distance by the direct, usable route. To avoid long, out of line hauls, where the longer haul exceeds the direct mileage by 20 per cent, the additional mileage to be added to direct mileage to determine rate to be charged.

In prorating, the terminal charges should go to the lines performing the service. (This would solve the terminal problem so that terminals would be jointly used.)

All rates to be made in quarter cents, using nearest quarter, per 100 lbs.

Rates on freight in open top cars to have same terminal charges as provided for box cars but the mileage charge to be 50 per cent of box car rates and the minimum to be 90 per cent of the rated capacity of the car used.

Freight carried in special equipment cars to be charged 10 per cent above the total standard rates.

L.C.L. mileage charge to be three times C.L. mileage charge, with minimum of 2½ times C.L. rate.

Terminal charge, C.L., shipping point, to be 5 cents per 100 lbs.

Terminal charge, C.L., destination, to be 7½ cents per 100 lbs.

Terminal charge, L.C.L., shipping point, to be 10 cents per 100 lbs.

Terminal charge, L.C.L., destination, to be 20 cents per 100 lbs.

In the following tables of standard carload rates, the terminal charges have been added to make rates. Rates are figured for mileage shown, but should be figured for actual mileage via the direct route.

40,000 Lbs. Minimum

Miles	Per Mile	Total Rate	Rev. Per Car
25	.0004	.135	\$ 54.00
50	.000375	.145	58.00
75	.00035	.15	60.00
100	.000325	.1575	63.00
200	.0003	.185	74.00
1000	.000275	.40	160.00
2500	.00025	.75	300.00

50,000 Lbs. Minimum

25	.000375	.135	67.50
50	.00035	.1425	71.25
75	.000325	.15	75.00
100	.0003	.155	77.50
200	.000275	.18	90.00
1000	.00025	.375	187.50
2500	.000225	.6875	343.75

60,000 Lbs. Minimum

25	.00035	.1325	79.50
50	.000325	.14	84.00
75	.0003	.1475	88.50
100	.000275	.1525	91.50
200	.00025	.175	105.00
1000	.000225	.35	210.00
2500	.0002	.625	375.00

70,000 Lbs. Minimum

25	.000325	.1325	79.50
50	.0003	.14	98.00
75	.000275	.145	101.50
100	.00025	.15	105.00
200	.000225	.17	119.00
1000	.0002	.325	227.50
2500	.00018	.575	402.50

80,000 Lbs. Minimum

25	.0003	.1325	106.00
50	.000275	.135	108.00
75	.00025	.1425	114.00
100	.000225	.1475	118.00
200	.0002	.165	132.00
1000	.000175	.30	240.00
2500	.000160	.525	420.00

NOTE: The rates for 2,500 miles should only be used where there is competition with Panama Canal.

Two Illustrations

N.Y. to	40,000	80,000	
Chicago	Miles	Lbs.	Lbs.
P.R.R.	908.2	39 1/4 c.	30 1/2 c.
New Orleans to Chicago	I.C.R.R.	40 1/4 c.	31 c.
			\$161.-\$248.

NOTE: New Orleans has much more favorable rates to many points, compared with New York. Using an actual basis for figuring rates would settle such cases without hardship to either locality.

It might be necessary to have exceptions to standard rates, as in the case of grain, for a limited period.

Tariffs would show distances and give the basis for determining rate. There would be no Class, Commodity, Export, Import or special tariffs.

Rail and lake shipments would simply be a combination of rates.

The suggested schedule for rate making should show the possibility of a better system than the expensive one now in use.

Court to Review**Rail Rebates**

The Supreme Court on Nov. 15 decided to hear arguments in the government's appeal from lower court decisions upholding rebates by railroads to companies performing "car-spotting" services within their own plant grounds.

The lower court decisions in the eastern Louisiana and southern Texas district courts overruled Interstate Commerce Commission orders directing cessation of the rebates, issued after extensive hearings which resulted in commission findings that the rebates constituted an illegal "preferential service not accorded to shippers generally."

The rebates which the commission condemned ranged from 88 cents to \$1.20 per car, the government's petition said. They were accorded on the grounds that the carriers had only to deliver the cars at the entrance of the company plants, and that the companies maintained their own locomotives to move the cars to various points within the plant as desired.

Rails Ask for 15% More

The railroads, Oct. 29, formally petitioned the I.C.C. for a horizontal increase of 15 per cent in freight rates and an upward revision of passenger coach fares in the East.

It is estimated that this increase and the other one granted a week before would boost the annual income \$508,000,000. Of this \$458,000,000 would come from freight shipments. It is felt that the application will be decided within 3 mos.

The program provides for a flat increase of 15 per cent on rates on all commodities with certain exceptions, on which specific maximum boosts are requested.

These are: Bituminous coal and coke, 15 cents per net ton; anthracite coal, 25 cents a net ton; lumber,

6 cents per 100 pounds; sugar, 6 cents per 100 pounds, and fruits and vegetables, 15 cents per 100 pounds.

The petition asked authority to increase the present one-way and round-trip coach fares in eastern territory from 2 to 2 1/2 cents a mile. Carriers operating in the southern and western districts recently made certain increases in passenger fares and now are undertaking other upward revisions.

The latter, however, do not require approval of the commission, since they are below the reasonable maximum charged prescribed by the body. The proposals on eastern coach fares, on the other hand, exceed the prescribed maximums and require review.

The carriers a week previous were authorized by the I.C.C. to increase charges on a specific group of basic commodities in the general rate increase case, styled as "ex parte 115," which are expected to produce about \$47,500,000 in annual additional revenue.

The proposal for a general increase of 15 per cent asked now includes all the articles subject to other rate advances in the "ex parte 115" case.

**Truckers Want Rate Increase
Similar to That of Rails**

Trucking companies are desirous of increasing their rates, interstate and intrastate, to conform with the 15 per cent increase petitioned by the railroads. Eastern trucking companies conferred Nov. 8 in New York, and appointed a committee to act with truckers in other regions on this question.

In a statement issued after the meeting, the following was quoted from a paragraph concerning the relations of highway to railway transport contained in a recent rate decision by the I.C.C. in the ex parte, No. 115 case:

"The fact is well known to us, and is to some extent developed in this record, that conditions similar to those which have adversely affected the railroads have operated to like, or possibly greater, financial disadvantage of the motor carriers and water carriers. It is not at all unlikely that they would be glad to join with the railroads in an increase in the level of competitive rates which would leave the relative position of all unchanged and at the same time improve the financial condition of all."

It has been estimated that operating expenses of motor carriers have risen by 35 to 40 per cent in 18 mos., through taxes, wages and materials, which accounts for appeals from the motor carriers to boost rates, rather than try to take business away from the railroads if the latter obtain a 15 per cent increase.

A horizontal increase will be sought, it is stated.

**United Kingdom Removes Bar
on Grain from New York**

Revival of the Port of New York as a grain exporting center with resultant benefits to the Buffalo, Albany and the barge canal, is forecasted. Walter P. Hedden, chief of the bureau of commerce, Port Authority of New York, states that a test shipment of 4,000 bu. of Canadian wheat sent via New York had been accepted in London duty free.

New York, which in the good years exported as much as 100,000,000 bu. of Canadian grain, was hard hit by the Ottawa trade pact which provided that grain must be shipped direct from Canada to the United Kingdom to get in duty free.

In 1933, a special committee, including Mr. Hedden, visited London in an effort to get the authorities to relax their restrictions without avail until the test shipment was received free of duty.

It is stated that in order to enter the United Kingdom without paying a heavy duty, the Canadian grain shipped via New York must be sent to a purchaser or be sent on "consignment." The new arrangement, it is claimed, will result in large amounts of Canadian grain being stored at and shipped from Buffalo, Albany and New York.

Convention Dates

Jan. 23-28—18th Annual Convention of National Furniture Warehousemen's Assn., Santa Barbara-Biltmore Hotel, Santa Barbara, Cal.

Feb. 2-5—47th Annual Convention of American Warehousemen's Assn., Hotel William Penn, Pittsburgh, Pa.

Feb. 7-10—7th Annual Convention of Mayflower Warehousemen's Assn., Hotel William Penn, Pittsburgh, Pa.

Traffic League Hedges on Rail Rate Rise

The National Industrial Traffic League adopted in convention at Chicago, Nov. 18, a resolution recognizing the need of the nation's railroads for increased revenue, but at the same time refused to take a position "as to whether the carriers should be granted a general increase in freight rates or as to the manner in which such increases should be constructed."

The resolution also urged the I.C.C. to expedite action on the rail petition for a 15 per cent increase "to the fullest degree consistent with granting of a full hearing to all interested parties."

Warehouse Rate Order of I.C.C. Stayed by Appeals Court

Judge H. B. Chase of the United States Circuit Court of Appeals, New York, presiding over a special statutory court Nov. 1, suspended enforcement of an Interstate Commerce Commission order which would have made seven eastern railroads discontinue certain "below cost" services on Nov. 13, pending appeal to the United States Supreme Court.

The railroads named in the I.C.C. order were directed to discontinue the warehousing of freight, the com-

mercial storage of goods, insurance of goods and other services at "below cost" figures. After numerous hearings, the commission held that such "services" were in the nature of "preferential treatment," which allowed the roads to get valuable transportation accounts in unfair competition with independent warehouses in the metropolitan region.

Baltimore & Ohio, Lehigh Valley, Erie, Pennsylvania, New York Central, Delaware, Lackawanna & Western, and Central Railroad of New Jersey were the roads named.

N. Y. Warehouse Bond Extensions

Members of the New York Customs Brokers Assn. are making a survey to ascertain the quantity of imported merchandise remaining in bonded warehouses at New York from 1935 before deciding on the advisability of seeking Treasury Department approval for a 1-yr. extension in the usual 3-yr. period.

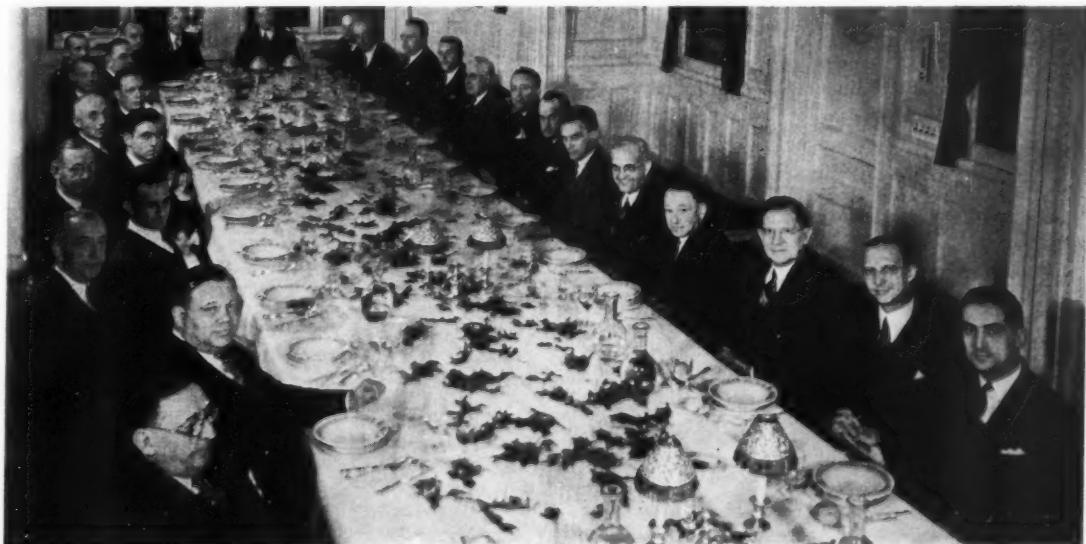
Under the authority of an executive order of the department the department has been granting extensions since 1931 in order to afford importers added opportunity to withdraw goods which they have been unable to move because of business conditions.

In acquiescing last year the department indicated that it desired to return to the regular bond period as soon as practicable. It is stated that considerable merchandise remains under bond from 1935 and also from previous years under extensions.

John B. Dihio

John B. Dihio of Arbuckle Brothers, Jay Street Terminal, New York City, died Nov. 7, after a brief illness. Mr. Dihio, who was 54 yrs. old, had spent most his business life with this company and was widely known in the coffee trade in New York. He was also active in local warehouse association activities.

Reasons Why A.W.A. Membership Grows



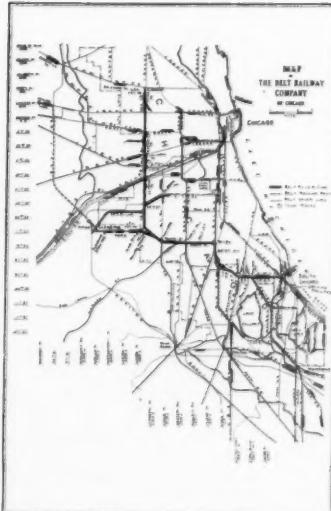
Meetings such as the one illustrated above are always eye-openers to those warehousemen in attendance who happen to be non-members of the American Warehousemen's Assn. The gathering shown herewith is composed of warehousemen from Districts 2 and 5 who convened under the able leadership of Charles Milbauer and Albert B. Drake on Nov. 9 at the Hotel Astor, New York. Wilson V. Little, general secretary of the A.W.A., and A. Lane Cricher, its counsel at Washington, D. C., were also in attendance to reveal the invaluable services rendered to members and to the industry as well. All warehouse readers who are not members of the national associations in their respective fields are urged to join up. To do so is real business insurance.



SWITCHING ACTIVITIES AT

BECAUSE of the magnitude of Chicago's railroad facilities, and more particularly because of the volume of tonnage the railroads have been able to handle day in and day out within its terminal limits, this city has been made conspicuous as a rail center, a terminal and major switching point. The aim of the railroads in this great terminal district, with some 7,726 miles of trackage, serving over 6,000 separate and distinct industrial concerns, has been to provide both shippers and receivers of freight with the service they require in the most economical way.

That the roads have been successful in meeting this challenge of service requirements is plainly indicated and emphatically proved in the commercial and industrial growth of Chicago and its environs. Without efficient transportation this growth could hardly have been expected, not to say, possible. The methods employed in the co-operation and co-ordination of both terminal and switching functions, minimizing, as it were, any traffic current interference, are indeed the fruits of carefully prepared plans, conceived and nurtured in the minds of the terminal officials and loyal employees of life-long railroad experience, spurred on not alone by the lash of competition,



Map of the Belt Railway Co.

but by the ever-present desire to achieve and to serve.

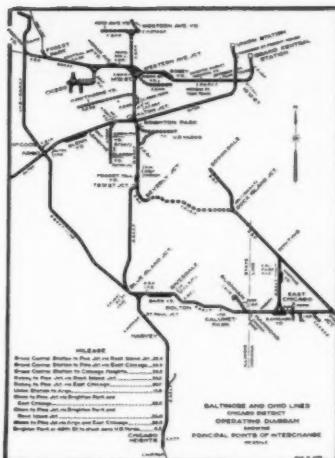
The territory known in railway parlance as the Chicago Terminal District is crescent in shape, with the shore line of Lake Michigan to the east and north forming the concave border, and with the main line of the Elgin, Joliet & Eastern Railway forming the convex or outer border as it swings out from its northern terminus at Wauke-

gan, Ill., and turns southwest, south, and then southeast through Joliet, where it veers in an easterly direction terminating at Porter, Ind.

Intertwined through the district is a veritable meshwork of switching lines, while stretching out to north, west, and south are the arms of the twenty-two trunk-lines, among which are the largest of this country's freight-carrying railroads. Freight from all parts of the country, whether destined for Chicago or points beyond in any direction, is expeditely handled over these switching lines. Dr. Glen Frank, former president of the University of Wisconsin, and now editor of *Rural Progress Magazine*, ably described this center of activity, when in a recent address before the Agricultural Club of Chicago he said, "Go up in an airplane and look down on Chicago. What do you see? Myriad railway lines and motorized highways running into and out of Chicago as spokes of a huge wheel. Follow these into Chicago and what do you see? Grain elevators, stockyards, packing houses, implement factories, banks, and so on. These were among the major businesses developed in the early life of Chicago."

Included in the Chicago Termi-

nal District, and embracing some 600 square miles and serving as many as 5,895 industries with private track connections, is the Chicago Switching District. The freight traffic within this area is handled by 37 railroads which may be divided into three distinct classes. There are the 22 road-haul carriers, the trunk-lines that haul cars to and from the district. Then there are seven belt or switching railroads whose principal function consists of the handling of interchange traffic and the supplementing of the switching service



B. & O. Chicago Terminal district map

AT THE CHICAGO GATEWAY

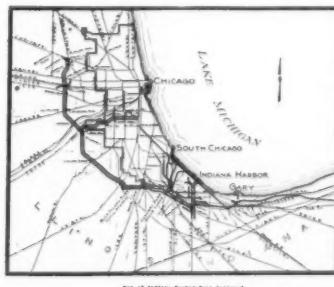
of the trunk-lines. To this may be added a group of eight industrial railroads, owned and controlled by private industries and used principally for serving those industries.

It is interesting to note that Chicago is the terminus of every road-haul carrier that enters it, which at once emphasizes and explains the magnitude of the switching operations within the district. Unlike many other inland rail centers, not a single freight or

passenger train operates through Chicago. With a few exceptions, all the railroads maintain individual yards and other terminal facilities, including freight houses and team-tracks, performing the necessary switching services required at these facilities, as well



Left — Chicago Switching District. Top — Map of Indiana Harbor Belt Railroad. Right — Chicago Outer Belt Line



as serving the industries located on their respective lines.

The Belt Railway of Chicago is one of the major switching lines operating in the District. It is owned by 13 well-known railroad companies of this country, and maintains regular scheduled service and co-ordinates arrivals of fast freight trains from the West with easterly and southerly trains, providing a through uninterrupted service to eastern and southern markets, and vice versa. Its schedules also co-ordinate the arrival of all through trunk line trains with departure of other trunk lines, thereby assuring expedited handling of all freight through the Chicago gateway.

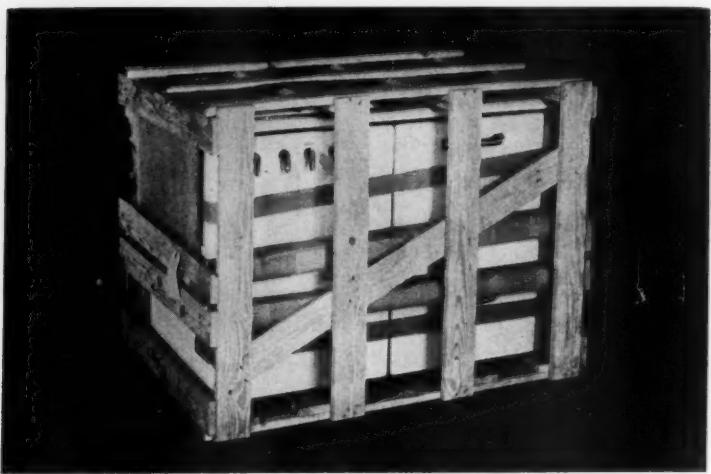
The accompanying map gives a particularly clear idea of the extent of trackage. In addition to its 22 miles of main line, it has trackage rights over other roads. Then, too, there are 300 miles of yard tracks, about 162 miles of which are in the Clearing yard, which yard has a standing capacity in excess of 10,000 cars. The 13 owner lines bring their trains into the Clearing yard and take trains from that yard with their own power. Interchange involving non-owner cars may also be effected over the Belt Line, thereby keeping traffic out of down-town terminals.

At present, improvements are under way at the Clearing hump yard, including the installation of mechanical car retarders for hump switching, at a cost of something

(Continued on page 62)



Before and after pictures (see opposite page). Courtesy, Chicago Mill & Lumber Co. Nailed wood crate of $\frac{3}{4}$ in. pine. Shipping weight 280 lbs.



IT PAYS TO INVESTIGATE THE

SHIPPERS have frequently been able to make considerable savings through a careful study and intelligent selection of the proper type of shipping container. The outlay for the labor and materials used in the packing of goods for safe, convenient, and economical shipment demands the serious thought of every shipper. Poor packing is a potent contributory cause of damage to goods in transit, and if too heavy packing is resorted to, then the weight increases transportation costs.

Freight claims for damages never help anyone. When it is remembered that the receiver—who is generally the customer—is buying goods, not freight claims, and that he wants the goods when he wants them, it will be seen that the shipper—usually the seller—will find it difficult to maintain customer good will if any appreciable portion of his product arrives at the receiving end in anything less than perfect order. The industrial traffic manager well knows that

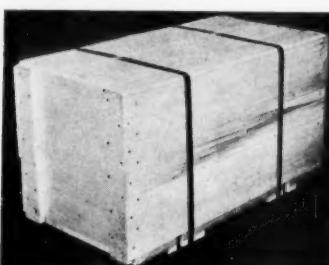
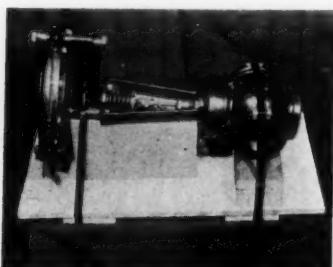


Fibreboard containers reinforced by tying with coppered steel wire. Courtesy, The Gerrard Co., Inc.

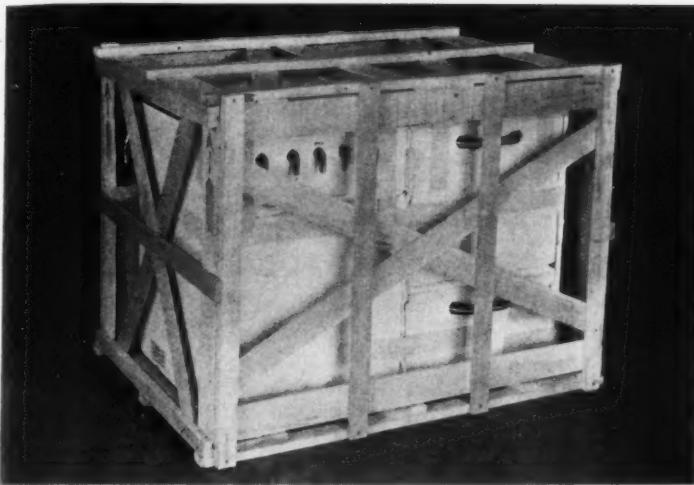
damage caused to goods in transit is not fully compensated for when the transportation agency has paid a claim.

It is said that the bill for loss and damage to freight in transit in this country amounts to something like \$120,000,000 annually. Quite a sum. It is probably safe to say that much of this huge

amount could be avoided with proper, scientific planning of packing and care in loading. The careful planning of packaging is spreading in industry. Indeed, the investigation of the tensile strength of the various types of shipping containers, as well as their variations in size, shape, and composition in relation to freight



Before and after pictures, showing valve strapped to specially designed base and then boxed and strapped for shipment. Courtesy, Acme Steel Co.



The specially designed hinge corner crate for same stove. Shipping weight 273 lbs.

THE CONTAINER PROBLEM



Lagging of $\frac{3}{8}$ -in. by $3\frac{1}{2}$ -in. resawed lumber stitched with two 14-gauge wires. Provides an excellent method of packing sheaves for shipment by land or water. Courtesy, General Box Co.

rate schedules, would make a fertile field of study and investigation.

Some shippers entertain the mistaken viewpoint that the carriers are inflicting a hardship on them by prescribing the use of certain types of containers in the shipment of certain commodities. The carriers, it must be remembered, are in the business of selling a ser-

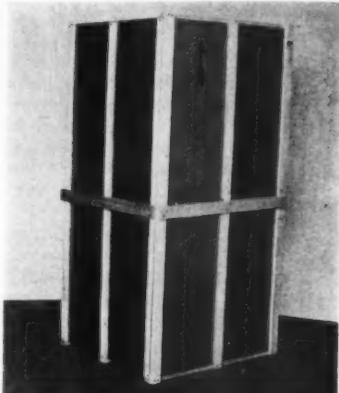
vice—transportation. They are concerned primarily with the safe transport of freight, not with the manufacture or sale of containers. If, however, the carriers fail in the performance of that service, both shipper and carrier suffer. In order, therefore, to protect the interests and property of the shipper, as well as to safeguard their

own interests, the carriers have been obliged to insist that proper containers be used so as not only to protect property while in transit but to facilitate its speedy transportation and distribution.

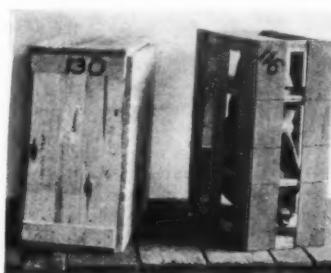
The ideal shipping container must be so designed and constructed that it will present a good appearance upon arriving at the point of destination, carrying its contents safely, without damage or spoilage. Compactness and ease of handling are points that must not be overlooked, and due consideration must be given to weight so as to meet the regulations of the carrier and to keep down shipping charges and the purchasing cost of the containers.

Probably one of the outstanding features in shipping practice during recent years is the change that has taken place from the use of heavy and cumbersome containers

(Continued on page 50)



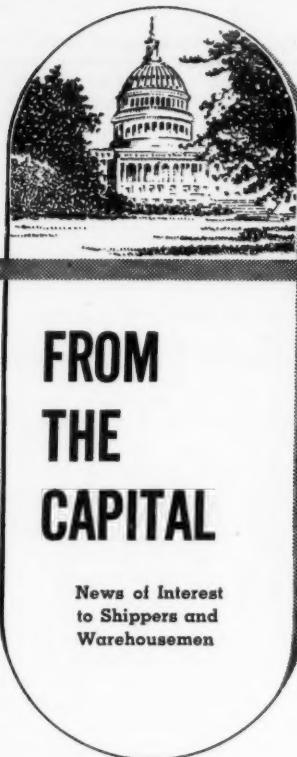
Combination type of wood cleat and corrugated panel container. Courtesy, Republic Box Co.



Left—This shipper enjoyed a reduction of 14 lbs. in shipping weight by altering the style of container used.

Right—Both are boxes, but with a difference of 4 lbs. in weight of shipment.





N. J. Lighterage Plea Denied

THE I.C.C. has rejected the application of New Jersey interests for reopening of the port lighterage case by which a rate differential was sought for New Jersey shippers, and consignees below the rates which New York competitors would pay on rail freight.

The commission ruled in 1934 on the original application for the abolition of free lighterage of freight by the railroads to points throughout the port district, holding that lighterage was properly a service to be furnished by the railroads without additional charge.

The decision was rendered after extended hearings and was accepted generally as marking the end of the efforts of the New Jersey interests. The State of New Jersey applied last August for the reopening of the case on the ground that an act of Congress in 1935 amending the I.C.C. Act had altered the legal aspects of the case.

The New Jersey application also set forth that a vast amount of evidence had been submitted to show that the rates were unjust and unreasonable, that it had been proved that free lighterage was not a component of railroad transporta-

From the Washington Office of D and W

tion service and that the commission had erred in several details in rendering its original decision of dismissal.

Replies subsequently were filed with the commission by the trunk line railroads, by a group of trade and civic organizations and by spokesmen of New York State and city governments. They contended that no new facts had been developed which had not already been submitted to the commission, that no errors of law had been shown and that the amendment to the Interstate Commerce Act upon which the application for reopening was based afforded no ground for reopening.

At Trenton John J. Hickey, special counsel to the New Jersey State Board of Commerce and Navigation, said that steps would be taken promptly to have the case reopened on the ground that Congress 2 yrs. ago gave the I.C.C. authority to decide the lawfulness of rates on import, export, coastwise and intercoastal freight traffic which were assailed by New Jersey 4 yrs. ago.

Rails' Threat of Trucking Monopoly Aired by I.C.C.

RAILROADS have come out in the open with their demand for unlimited authority to move into the field of competitive trucking, with no restriction placed upon the scope of operation of rail-owned trucking subsidiaries.

Pennsylvania Truck Lines, Inc., a subsidiary of the Pennsylvania Railroad, already had received permission to take over Alko Express Lines, but on condition that the high transportation scheme be used only to supplement the railroad; in other words, that operations be confined to routes between the company's established stations.

The Interstate Commerce Commission called the company "on the carpet" when negotiations for joint

tariffs with other trucking companies got under way. Manifestly, I.C.C. attorneys pointed out, these agreements contemplated extension of the truck service beyond the limits fixed in the Commission order approving absorption of the trucking line.

To permit Pennsylvania so to operate Alko lines, either by its own vehicles or by joint tariffs, would require the Commission to set aside, for all practical purposes, the principles laid down not only in the Alko case, but also in the case of Barker lines, it was stressed.

J. Ninian Bell, counsel for protesting truck lines, framed the issue when he urged:

"We don't think the railroads should be permitted to acquire truck lines at all unless they can use them under a very strict construction of the doctrine in the Barker case. Insofar as they may be permitted in isolated cases to do a general trucking business where there are no motor carriers to serve the territory, all such certificates should carry a condition that if the railroads extend to such rail-owned motor carrier the privilege of through rates and joint rates, that motor carrier shall extend to all other motor carriers, who apply for same, a like privilege."

"And," Bell added, "all railroads that make joint arrangements with rail-owned truck lines should be required to extend like privileges to all other truck lines. This will be necessary to prevent destructive competition."

The substance of the railroad argument was that a limitation of their trucking operations to station-to-station runs should necessarily include the service of tributary lines; and that the term supplementary should be interpreted to mean over and above the transportation and shipping service now afforded by the railroad—virtually a limitless grant.

Attorneys for the rail lines ridiculed the suggestion that they might ultimately gain a monopoly of highway transportation by juggling of rates and tariffs. They argued:

"Railroads cannot use trucks destructively because of the Commission's control over rates. The whole thing is in your hands, and I don't think you need fear the railroads."

Rail Pick-Up Service Case Reopened

In a case of unusual interest to local truckmen operating in exempt municipal areas, the Interstate Commerce Commission heard representatives of the trucking industry contend that operators performing pick-up and delivery service under contract for railroads should be regulated as common carriers under the Motor Carrier Act during the reargument hearing on the application of Scott Brothers, Inc., Phila., Pa., for a permit as contract carrier.

The case was reopened by the Commission on appeal of interveners from an order of Division 5, ruling that Scott Brothers, a subsidiary of the Pennsylvania Railroad, for which it seeks to conduct the pick-up and delivery service, was a contract carrier under the act.

Differing from the contentions of spokesmen of the trucking industry, representatives for western and southern rail carriers argued that the applicant's operations could not be considered as coming within the jurisdiction of the I.C.C. under the Federal Motor Carrier Act, but could be regulated under Part I of the Interstate Commerce Act.

H. Z. Maxwell, counsel for Scott Brothers, reviewing the application declared that the operator was satisfied with the opinion of Division 5 recommending issuance of the contract permit.

Maxwell explained that freight moved in the collection and delivery service goes under rail tariffs, and that the applicant had no contact with shippers of goods. "The principle of the decision is of great importance because of the effect it will have no similar cases where a motor carrier is performing work for other carriers," he said.

Attorneys for truck interests appearing before the commission were: Edward S. Brashears, American Trucking Association; A. B. Tanner, Cartage Exchange of Chicago; Charles E. Cotterill, Middle Atlantic States Motor Carriers Conference, Inc.; and F. O. Nelson, Merchant Truckmen's Bureau, New York City.

Rail carriers were represented by R. S. Outlaw, counsel for the western rail carriers, and R. B. Gwathmey, counsel for southern rail carriers.

Outlaw stressed that the pick-up and delivery for railroads is not subject in any way to the motor carrier act, contending that this type of service is subject to Part I of the Interstate Commerce Act. He asserted that while Division 5 decided that the physical operation was subject to the Motor Carrier

Act, the actual service was under Part I, and therefore recommended issuance of a permit.

Gwathmey upheld Outlaw, contending that pick-up and delivery is an operation under Part I, and that Congress wanted to bring under the Motor Carriers Act only those trucking operations over which the commission had no previous jurisdiction.

Brashears, spokesman for ATA, declared:

"There is no reason why we should digress from the plain terms of the Act in order to free from regulation a great many carriers hauling for railroads who failed to file applications under the 'grandfather' clause to protect their rights, anymore than we should digress because there are a great many such truckmen not hauling for railroads who failed to claim 'grandfather' rights.

"You are going to have continuous trouble with the administration of the Motor Carrier Act until you interpret it as covering all motor vehicle operations of railroads as well as those of independent truck lines," Brashears warned the commission.

Nelson took the position that truckmen performing pick-up and delivery for any type of carrier, rail, water or motor, were exempt from the Motor Carrier Act, as long as they are not performing any over-the-road work. By regulating the carriers for whom collection and delivery work is done under contract, the commission has control over the underlying contract carriers, who do not want or need permits, he stated.

Tanner, contending that Division 5 was correct in ruling Scott Brothers under the Motor Carrier Act.

Outcome Uncertain in Car Spotting Cases

THE legal staff of the Interstate Commerce Commission has about resigned itself to the fact that the flood of cases predicated upon its order that railroads must charge a fee for spotting cars, cannot be dammed back by any single decision of the Supreme Court.

In six cases arising out of the enforcement of this order in the Pittsburgh area, the Commission was sustained. Ordinarily, that would mean the end of the litigation, because a point of law once raised and adjudicated, usually determines the question for all time. But in the "spotting" cases, rail carriers have taken the position that each agreement for the placing of freight cars is based upon its own set of facts; that a decision involving one situation does not necessarily decide the legality of another, regardless

of how identical the cases may seem at first glance.

Because of that attitude, the Supreme Court of the United States on Nov. 15 received two more appeals involving rail carriers and noted "probable jurisdiction" on motion of I.C.C. That means that both cases will be heard.

In the background and not yet ready for the Supreme Court is the Staley case—another item of litigation regarding the "spotting" order, and one which has its own set of circumstances.

It is not known when the Staley case will reach the Supreme Court, for no request for hearing has been filed as yet. The Interstate Commerce Commission is not directly involved in the suit, but because one of its orders is the battleground upon which A. E. Staley Company and the railroads have staged their legal fight, I.C.C. has filed application to intervene when, as, and if the case comes before the high court.

In that case, Staley Company asks a court order requiring the railroads to furnish spotting service, the commission's order notwithstanding.

The order in Ex Parte 104, Part 2, has been upheld by the Supreme Court in the cases already presented, and it would seem to be an enforceable edict. Yet, the fact that the high tribunal has consistently noted "probable jurisdiction" indicates that there may be instances in which it would not be applicable. These instances are not spelled out in any of the past decisions, and apparently the carriers intend to discover them through the tedious process of litigation. Probable jurisdiction is never noted when a case is on all fours with one already decided; for instance, the court would not have taken jurisdiction Nov. 15 if it considered that the I.C.C. order was challenged on the same grounds as in the Pittsburgh cases.

An anomalous situation therefore exists: no error has been discovered in the order arising out of Ex Parte 104, Part 2, yet carriers have so far been able to cast sufficient doubt upon it to keep it steeped in legislation with the ultimate outcome still uncertain.

THE PROBLEM OF PHYSICAL DISTRIBUTION

By RALPH L. WOODS

Industrial Traffic Analyst

CASUALLY ask the average business man for an explanation of his physical distribution procedure. He will smile expansively, and say that Traffic Manager So and So, an old railroad man, has all that sort of thing under perfect control. Perhaps he will add with a sigh of satisfaction that his company never has any troubles of that nature.

If you know this man well enough to toss him a few curves without getting a "bean-ball" in return, step back a few paces and then ask him what his monthly freight loss statements show. Chances are he will think you are referring to railroad over-charges or lost shipments. But what you really want to know is how often his products are shipped from an illogical point, to another illogical point, in an illogical manner, and what the dollar toll is in extra selling, handling, warehousing and transportation costs.

Sales distribution boils down to the building and maintenance of sales outlets, or a dealer organization. *Physical* distribution is the actual transportation and handling of goods from the end of the conveyor belt to the *final* sales outlet. However, don't think that this is going to be an elementary consideration of freight traffic. If you have already pried the

lid off your distribution set-up you know what discoveries can be made. If you haven't done so, you are in for some fun, possibly a few shocks.

The Small Company

Naturally, a small company has a simple distribution problem. With one factory and a limited market it is usually a matter of carload and less-carload freight rates and the application of grade school arithmetic. It will ship in carloads whenever possible. If it has a reasonably competent traffic manager it will combine less-carload shipments into a single carload and work out stop-offs in transit for partial unloading, at an extra cost of \$6.30 per stop-off. It can do the same via motor truck.

If the company is alert it will seldom let a large L.C.L. shipment leave the factory without first trying to drum up another order so as to make a carload to the same destination, or to another destination that permits the stop-off privilege. They might even look over their sales record and find that the customer ordering the L.C.L. shipment is in the habit of ordering the same quantity at frequent intervals. In that event they will add enough to the shipment to make a carload, and

warehouse the unordered merchandise at destination pending further orders. Of course, the character of freight, and the distance from shipping point to destination, must be such as to provide a generous "spread" between L.C.L. and C.L. so that sufficient freight money is saved to more than pay for the warehousing and handling. Elementary? Perhaps; but good business, and not being done nearly as frequently as it could be.

The easiest way in which to discuss distribution is to confront yourself with the solution of the distribution problems of an industrial organization. The larger the company the more complex its distribution problems. Let us assume it has two or more factories, a number of warehouses, and numerous agents selling a national market.

The first thing to keep in mind is that distribution means transportation, transportation means dollars out of the cash drawer, and too many dollars out of the cash drawer mean out the window for you. The next thing to remember is that distribution must be orderly, speedy and founded on cooperation rather than coercion.

The one-factory company can start right in figuring distribution from the factory. But because your company has more than one factory you have to look for hidden transportation costs. That is, you have to find out what it cost to bring raw materials, semi-manufactures and containers into each of the plants. This reveals which factory has the lowest *original* or inbound, transportation costs. If manufacturing costs and prices vary from factory to factory you will have to find out the *full costs* differentials of the several factories.

Now you can really get your fangs into the distribution question. That is, you can determine the territory each factory logically serves insofar as transportation costs are concerned. This is simply a matter of adding the *inbound* transportation costs to the factory, and the *outbound* costs from the factory to final sales outlet. Of course, due allowance is made for any price or manufacturing differentials between the various fac-

(Continued on page 25)

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Damage Responsibility When Customer Rents

LEGAL EDITOR, DandW: When we take an order to move furniture we charge \$4.50 per hour. The customer gives our men orders what to do. Are we responsible for injuries effected by the men while driving the truck? Are we responsible for damage to the customer's goods, as when they let something fall? **Broadway Movers.**

Answer: As to whether you are responsible for injuries effected by your truck driver depends upon the nature of the control your customer has over the men. In other words, if you rent the truck and men, and after these men arrive at the customer's home you have absolutely no control over the men, as to what they do, as to what they haul, as to where they transport it, and as to when the men do the work, and complete the work, then you may hold the customer liable for any losses, as through damage suits, that you may sustain as a result of the men's negligence, providing the men are competent and your negligence in supplying the men did not result in the proximate cause of the injury.

Now, as to whether you are liable for damage to your customer's property depends upon whether or not the damage resulted from your negligence in supplying incompetent men, or men who had the habit of damaging furniture, or men who were careless. The fact that you rent men and a motor vehicle does not result in the customer assuming the liability and responsibility for damage to the furniture being transported, although the customer signs a receipt or contract to the effect that he rented the vehicle and men at a stated amount per hour. Under these circumstances you are bound to supply men who will use care in performing their work. Also, the men must be experienced, and competent. As a common carrier

you would be liable for all losses of this latter nature, but if you merely hire the vehicle and men, and the customer assumes all responsibility, and signs a contract that he assumes all liability for damage to his goods, you would not be liable, in my opinion, providing the damage did not result from your negligence in any manner. However, although the customer signs a re-

were sent to Wisconsin for distribution among retail dealers, and here they were executed and entered into by about 600, or 50 per cent of such retailers. The higher court held that the sale and distribution of goods in Wisconsin under these conditions constituted interstate commerce. This court said:

"The plaintiff's (manufacturer's) sales of its products for delivery to wholesale and retail dealers in Wisconsin were consummated and concluded in Illinois and those sales constituted interstate commerce."

Mr. Parker answers legal questions on warehousing, taxes and related matters.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

ceipt, he may testify that he did not know its contents, and therefore the court may hold the customer not bound by the contents of the receipt.

Contracts Constitute Interstate Commerce

VARIOUS courts have held that all transactions are interstate, which involve the sale and distribution of goods between states, if the contract for the sale of the goods is not completed in the state in which the goods are to be delivered.

For illustration, in *Weco Products Co. v. Reed Company*, 274 N. W. 426, Milwaukee, Wis., it was shown that a manufacturer located in Chicago, Ill., prepared and signed contracts in his office in Chicago after which the contracts

Surplus from Sale—Who Gets It?

LEGAL EDITOR, DandW: We have a problem of importance. Suppose that we sell goods for the storage charges, and the value of the goods, and the sale price is more than the customer owes us. What shall we do with this additional money? **Security and Warehouse.**

Answer: Here is the law, as taken from the statutes: "From the proceeds of such sale (that is when goods are sold to secure overdue charges) the warehouseman shall satisfy his lien, including the reasonable charges of notice, advertising and sale. The balance, if any, of such proceeds shall be held by the warehouseman and delivered on demand to the person to whom he would have been bound to deliver . . . the goods . . . a warehouseman shall have a lien on goods . . . for all lawful charges . . . and also for insurance, transportation, labor, weighing, coopering and other charges and expenses in relation to such goods. . . . A warehouseman loses his lien upon goods: By surrendering possession thereof; or by refusing to deliver the goods when a demand is made with which he is bound to comply . . ."

It is my advice, however, that you secure the advice and services of a local lawyer, who is experienced in warehouse law. In this manner you may obtain advice

on all subjects and with dependency, as your failure to comply in strict accordance with the law, when selling stored goods, will result in heavy financial loss. In fact, you are liable for conversion, if you sell goods without complying with all details of the laws of your state.

Law of Leases

CONTRARY to the opinion of a majority of readers, renewals and extensions have many points of difference. An option for renewal of a lease on either a warehouse or warehouse space implies the giving of a new lease upon the same terms as the old lease, whereas an option for extension of a lease contemplates a continuance of the old lease for a further period.

On the other hand, many leases contain the words "renewal" and "extension." In many respects these words are of similar import. For example, the use of the word "renewal" alone in a lease provision does not prevent the lease from being construed as an extension, if extension was intended by the parties. Frequently a provision for an extension of a lease is similar to a provision for a renewal, and if the testimony proves that it was the intentions of contracting parties to extend or renew the lease, that is exactly the obligations and rights of the parties.

Another important point of the law relates to the rights to certain uses of the building. Generally speaking, if by reference to the lease contract it was apparently the intentions of the contracting parties that the warehouseman should use the building for specified purposes, then the warehouseman has this right and the landlord cannot object. When arriving at the meaning of a restriction as to use of a building the whole lease and not single clauses will be considered by the court and doubts as to restrictions are resolved in favor of the warehouseman. In the absence of clear language in the lease indicating a restriction in use of the building the warehouseman has a right to use the premises for any lawful purpose for which they are adapted.

For example, in *Mutual v. Hoague-Sprague*, 8 N. E. (2d) 802, it was shown that a company entered into a lease contract which in part provided that the company "will use and occupy the leased premises only for their business." The landlord contended that this provision meant that particular business which was being carried on at the time the lease was signed.

In holding that the tenant had a

right under the lease to increase his business activities and incorporate new departments, and equipment therefor, this court said:

"In order to establish a restriction, express language or language from which a restriction is clearly implied must be shown, since equity does not favor raising by implication a covenant restraining the beneficial use of property. The force of the defendant's (landlord's) contention, that the lease provision restricted the use of the leased premises to a use such as existed at the commencement of the lease, is lost when other provisions of the lease are considered."

Now, let us consider another clause in this lease which provides, as follows:

"It is understood and agreed that at the expiration of the initial term of this lease the lessee (tenant) shall have the right to an extension of said term provided the parties are able to agree upon the amount of rent to be paid during such extensions by ninety (90) days prior written notice to the lessor of its desire for such extension"

Under the terms of the lease the tenant had the right to an extension thereof, provided notice of his desire for such extension was given. The tenant gave the notice to the landlord that he desired to extend the lease. However, the landlord argued that the provision in the lease regarding an extension was invalid because the lease contract was not applicable to extensions of leases, since the lease would have to be renewed, and the contract did not provide for a renewal.

The higher court held that the tenant had a right to have the lease extended, or renewed, saying:

"It cannot be supposed it was the intent of the parties that, at the end of the original tenancy, both parties would then be free to bargain with reference to a new lease. The use of the words indicating that the lessee had a right to an extension 'of said term' would seem to show the intention of the parties that a further term in length equal to the first term was meant."

Wrong Chemical Shipped Who Is Liable?

LEGAL EDITOR, *D and W*: We patronize a public warehouse, and store merchandise in it with the understanding that the warehouseman will ship goods to our customers, per our orders. Now, recently we ordered the warehouseman to ship a certain barrel of chemical. The warehouseman failed to fill the order correctly and shipped a different kind of chemical, with the result that our customer used it and thereby spoiled a large part of the merchandise being mixed with the incorrect chemical. Who is liable? **Merck and Company.**

Answer: If your contract with the warehouseman specifies that he agreed to ship the orders according to your instructions, then he is responsible for his failure to

properly fill the order, providing that your customer used care to examine the chemical, before he used it, and for some reason (as he had no knowledge of the difference in appearance of the chemical received and the chemical used, or the barrel was not properly marked, as to the contents) he did not discover the mistake.

In other words, there exists negligence on the part of the warehouseman, and also failure on his part to properly abide by the terms of the contract that he made with you (if actually there existed a contract). However, your customer is expected by the law to use care; also, to know that the chemical that he received was the correct chemical for the intended purposes. If the barrel was plainly and properly marked, and the customer failed to use sufficient care to observe the mistake, then it is my opinion that you are not liable to your customer, nor is the warehouseman liable to either your customer or yourself.

Then again, assuming that your customer had previously used the chemical that he intended to receive, and by ordinary care he could have observed the mistake, as by inspecting the contents of the barrel that he received, under these circumstances the customer is negligent and it is my opinion that he is not entitled to recover from either the warehouseman or yourself. Of course, if there is no contract between the warehouseman and yourself, then the warehouseman is bound to use only an ordinary degree of care, and he is not liable unless the testimony indicates that he was negligent, and the customer used care to detect the difference or that the incorrect chemical was shipped.

When Liable for Expenses

THE law is settled that no recovery can be had by an injured person for doctors' bills, hospital bills, and repair bills in the absence of proof showing that such bills were reasonable.

For example, in *Dalby v. Lyle*, Texas, 105 S. W. (2d) 764, it was shown that a person was injured by negligence of a driver of a truck owned by *Dalby Motor Freight Lines*.

The suit filed by the injured person included a demand for \$300 for personal injuries, \$36 for doctors' bills, \$100 for loss of earnings, and \$514 for damages to her automobile. This court said:

"For lack of proof in respect to the reasonable value or cost involved in those items, the jury should not have been allowed to consider them."

When Beer Is Liquor

IN order that beer shall be regulated by a state law, or city ordinance, it is not necessary that the word "beer" is specifically mentioned. In other words, if the description includes beer the law is applicable, although it specifies "liquor."

For illustration, in *Ex parte Meadows*, 100 S. W. (2d) 702, it was shown that a motor truck owner transported beer containing alcohol in excess of one-half of 1 per cent by volume, after an election had been held by the qualified voters to determine whether or not the sale of intoxicating liquors should be prohibited in the county, and such election had resulted in favor of prohibiting the sale of intoxicating liquors in the county.

The motor truck owner was tried and convicted for transporting and possessing beer in prohibition territory, and his punishment was assessed at confinement in the county jail for a period of 30 days and a fine of \$500. He appealed to the higher court contending that he had transported beer and the law prohibited transportation of liquor. However, the higher court upheld the lower court's verdict, saying:

"Although the liquor appellant is charged with transporting was described as 'beer,' it was nevertheless a beverage liquor alleged to contain alcohol in excess of one-half of one per centum by volume, and is embraced within the particular designation of any liquor containing such amount of alcohol."

Initial Carrier Held Liable

THE law is well settled that a common carrier, as a trucking company, which by its receipt and bill of lading agrees to transport goods to destination, and without limiting its liability, is liable as an initial carrier for goods lost in transit by a connecting carrier. This is true although the connecting carrier is suggested by the shipper, since by virtue of the receipt and bill of lading the connecting carrier is an agent of the initial carrier.

For example, in *Sunshine Hosiery Mills v. Chambers Truck Co.*, 107 S. W. (2d) 515, Tennessee, it was disclosed that an initial motor truck carrier issued to a consignor a bill of lading showing a receipt of the articles of machinery, and weight, and that freight was prepaid by the shipper. It is signed by Chambers Truck Co., by its agent.

The agent of the shipper stated to the agent of Chambers Truck Co. that he had a friend connected

with a connecting trucking line, and requested that the merchandise be delivered by the Chambers Truck Co. to this designated trucking company. The merchandise failed to reach the destination, and the question arose whether under these circumstances the Chambers Truck Co. was liable for the value of the goods. In holding the Chambers Truck Co. liable, the court said:

"This rule of liability is upon the idea that each connecting carrier is the agent or servant of the initial or contracting carrier. . . . We are further of the opinion that the defendant (truck company) cannot escape liability because the connecting carrier was suggested by the shipper. . . . The shipper suggested and preferred this particular connecting carrier, but the defendant (truck company) assented to the request, and by its receipt and bill of lading undertook to transport to destination. The connecting carrier was therefore the agent of defendant."

Obviously, if the testimony proves which connecting carrier is responsible for loss of or damage to shipped merchandise, the initial carrier may recover from this connecting carrier the amount that it paid out to the shipper.

Truck and Cargo Confiscated

IT has been held that failure of a trucking company to obtain a permit, required by a state law to transport alcoholic liquids, entitles the state authorities to confiscate both truck and its contents.

For example, in *Commonwealth v. Tortruck*, 191 Atl. 590, Pennsylvania, a state law was litigated which provides that it shall be unlawful for any person to manufacture or transport for hire within Pennsylvania alcoholic liquid without a permit from the state.

A trucking company received from a distillery in Schenley, Pa., a shipment of gin, whisky, and brandy, contained in 39 cartons, for transportation to Washington, D. C. It was admitted that the tax due on all said liquors both to the United States government and to the state of Pennsylvania had been paid, but the company had not obtained a permit from the state to transport alcohol. After the truck had been loaded, but before it left Pennsylvania, it was seized and impounded in a warehouse.

The legal question arose whether the state could legally confiscate the truck and its cargo for failure of the company to obtain the permit. In holding that the state had this right, the court said:

"At the very outset it should be stated that the statutory provision under consideration makes no discrimination against transportation of intoxicating liquors in interstate commerce, and in favor of transportation of such liquors in intrastate commerce, or wholly within the state. . . . We are of the opinion that this Commonwealth . . . had the right and authority to provide that it should be unlawful for any one to transport in-

toxicating liquors within this state without a permit from the Pennsylvania Liquor Control Board provided the regulation adopted is reasonable and non-discriminatory and is reasonably calculated to effect the purpose in view, viz., the prevention of the unlawful traffic in intoxicating liquors"

Not Responsible for Injury

IT is well established that a warehouseman is expected by law to maintain the warehouse premises in a reasonably safe condition to avoid injuries to all who lawfully come onto the premises. However, a warehouseman is not responsible for injuries caused by defects known to customers. Moreover, a warehouseman is not responsible for injuries sustained by persons who, by authority of a customer who knows of dangers, comes onto the premises unless, of course, the warehouseman agreed to repair the defects that caused the injury and failed to make such repairs.

For illustration, in *Harrington v. Dorchester Corner Storage Warehouse Co.*, 7 N. E. (2d) 734, Massachusetts, a man named Sinnott stored merchandise in the basement of a warehouse under a contract by the terms of which Sinnott had access to the basement at all times. To get into the basement one had to go to the rear of the building and then pass down a flight of stairs which was located in an areaway which was covered over by a rectangular wooden enclosure.

One day a food inspector was seriously injured when he was entering the basement to inspect the merchandise. He sued the warehouseman to recover heavy damages for the injury sustained on the grounds that the entrance into the basement was dangerous and not in proper repair.

During the trial it was proved that the condition of the stairs and areaway was the same when the contract was made between Sinnott and the warehouseman as at the time of the accident to the inspector; that when the contract of storage was made the condition of the stairs in relation to the opening both could be and apparently was observed by Sinnott; and that there was no agreement to improve the condition of the premises.

Therefore, the higher court held the warehouseman not liable, saying:

"Whether Sinnott be regarded as a tenant, a bailee, or merely a licensee, it is plain the defendant (warehouseman) was under no duty to him to change or improve the structural condition of the premises. And since no duty was owed to Sinnott in this respect, the defendant (warehouseman) was not guilty of negligence because it made no change in the structural condition of the premises. It follows, as matter of law, that the defendant (warehouseman) owed the plaintiff (inspector) no duty of warning, and was under no obligation to him to change or improve the structural condition of the premises."



Steel van No. 76 containing the effects of Charles Shadrack Reed, II, American foreign service officer, from Cleveland to Belgrade, Yugoslavia.

LIFT VAN SERVICE

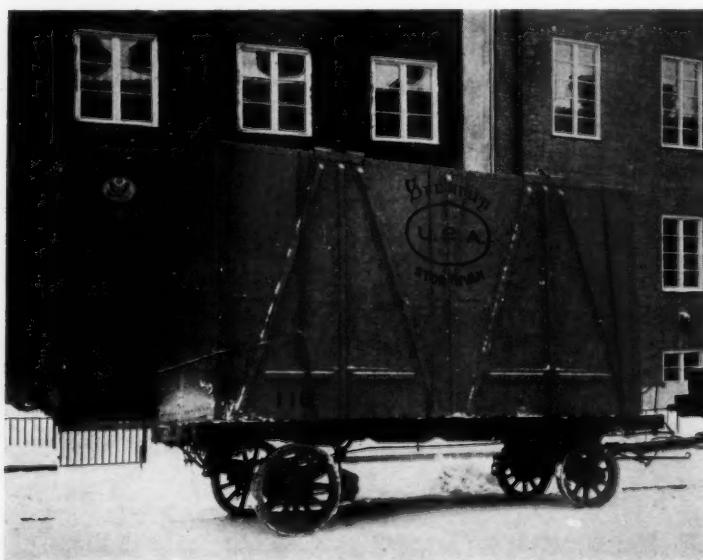
IT is interesting to notice the many special lines in which the business of household goods warehousemen have developed. Originally household goods warehouses merely stored, packed and moved household goods. From that beginning many have added carpet cleaning; not a few going into the sale of furniture both new and secondhand; garment storage is a large feature with some, and fu-

migation and insecticide work has been developed by others.

A recent visit to the Security Storage Co., Washington, D. C., disclosed the fact that that company has developed in an interior city a very large foreign shipping business. The Security company now has a fleet of over eighty "lift" vans, scattered over the face of the globe, and no small part of its energies are devoted to the pro-

motion of this feature of its business. These "lift" vans are of steel, and two sizes, one having a capacity for the furniture of an ordinary six-room apartment, and the other one three-fourths as large. They also have a dozen aluminum vans of the same size as the larger vans.

The development of this business, according to Mr. Aspinwall, president of the company, is the natural outgrowth of its location at the Nation's capital, and the fact that the American and Foreign Diplomats are continually moving their household goods about. The use of "lift" vans is not an American idea at all, as vans have been used in Europe for many years. However, having these vans made of all metal construction was an American improvement. Having the vans made of steel insures complete protection from pilferage and water damage, and also saves a very considerable amount of cubic tare or lost space. This is a matter of considerable importance, inasmuch as ocean freight on



Van of John Motley Morehead in front of American Embassy, Stockholm, Sweden.



Van in front of American Legation, Sofia, Bulgaria, drawn by buffaloes and handled by gypsies. This load contained household effects of the Hon. Henry W. Shoemaker

SECURITY WORLD WIDE IN SCOPE

household furniture is charged by the cubic foot and not by the pound.

The growth of this business necessitated having an office in Europe, and since 1929 the Security company has maintained a branch office in Paris at 31 Place du Marche St. Honore. This office has entire control of the movement of its steel "lift" vans in Europe, North Africa, and the Near East. A large map of the world, with push pins of varying colors, indicates the location of these vans, and when your correspondent visited its office it showed these American vans were in such far off places as Athens, Beirut, Belgrade, Buenos Aires, Calcutta, Lisbon, Melbourne, Mexico, Rio de Janeiro, Salonika, Tokyo, Warsaw, together with many less remote places, such as the principal capitals of Europe, and the principal cities on the Pacific Coast, the Atlantic Coast, and Pittsburgh, Chicago, Buffalo, Ottawa and Montreal. At the time two of the large steel vans were en route from Paris to Hong Kong. Mr. Aspin-

wall stated that these vans would be sent to Singapore and there loaded with household goods destined for Buenos Aires. Another was about to start from Lisbon for Casablanca, Morocco to be loaded with a shipment from Winnipeg, Canada.

Many of the vans will wander around the world this way for years before ever coming back to the home stable, and Mr. Aspin-

wall stated it is quite possible some of them will come to their final end without ever having been seen by the Security company, for these vans have been manufactured by the American Car & Foundry Co., and some of them, in fact many of them, started on their journeys from the factory to New York, or other cities where they were loaded for their first overseas voyage, (Concluded on page 101)



Vans loaded with household goods of Hon. John W. Garrett, American ambassador, Rome.



More Descriptive Name for "Warehousing" Needed

DURING the past 2 weeks I have traveled through several States in the East and have talked with owners and operators of public merchandise warehouses and I am impressed with their interest in a new name to be coined, which will adequately describe the facilities and services which the Warehousing Industry offers to national distributors and all other users of public merchandise warehouses.

The average manufacturer does not realize the innumerable services the merchandise warehouses are set up to render nor are they familiar with the facilities at their disposal and the increased sales and turnover available through the use of public merchandise warehouses. These and many other advantages are at the disposal of literally thousands of manufacturers who now look upon public warehouses as a place to store excess commodities to be shipped if and when a demand for those products is created.

The new name to be coined must be descriptive and easily understood by the average manufacturer and the potential warehouse users.—John Simon, manager, Warehouse Division, Sales Dept., Keystone Steel & Wire Co., Peoria, Ill.

Editor's Note: Mr. Simon starts something that should create wide discussion. Your editor has had in mind for a long time something that is closely akin to what Mr. Simon brings out above, namely, a full compilation of all the "special services" that are available in the merchandise warehousing field. He has been called upon repeatedly to locate warehouses that handle Red Label or Yellow Label storage, or that have certified weighing and sorting, etc., etc.

In short, we want all shippers to know and appreciate fully the advantages to them of making wider use of public warehousing. We aim for this clarification, because we feel that shippers in general do not realize all of the services that are available to them in the merchandise warehousing field.

We therefore invite all advertisers in *D and W* to give us a full list of all their special services, so that we, in turn, may compile this information for publication.

In addition, all shippers are asked to name the special services asked for or rendered by warehousemen.

Would Have Truck-Parking Facilities to Avoid Highway Accidents

DURING the past few years there have been numerous highway accidents caused by trucks which have been left on highways or shoulders of same while the

drivers of such vehicles rested. This is extremely dangerous notwithstanding various devices which these trucks are required to carry in order to warn oncoming vehicles. With the recent enactment of laws in various states whereby a driver is allowed to work only a certain number of hours in any 24-hr. period, it will mean that more of these trucks will be parked and the chances of accidents greatly increased.

It is my thought that the states enacting such laws should set sites or purchase such sites at various locations on the various highways of those states so that drivers wishing to rest could park on these locations. A very nominal charge could be made for same, or if the state feels willing this could be granted gratis. Quarters could be erected for drivers in which to sleep. In order to protect these various states from getting into complications with the hotel owners, tourist cabins, etc., these sleeping quarters could be leased to private individuals, and thus keep the state out of competition with the hotel line.

I believe that there should be very slight objections on the part of hotel, tourist homes or cottage owners, as this trade is not very desirable to them, and they accommodate very few drivers, in fact, they seldom have facilities to have these trucks parked off the highway. Some gasoline stations have erected bunk houses to take care of the drivers, but in such cases the vehicles are still allowed to be parked on the highways. I believe that the erection of these sites will be a further step in the direction of safety.

I would be pleased if you will give the matter your consideration and any publicity which you would deem necessary.—Vincent H. Schnurr, Propr., Rosebank, Storage Warehouse, Staten Island, N. Y.

Best Atlas Available For Traffic Problems

WE have read with interest the article on Managing the Traffic Department in your September issue, and wish you would give us your opinion as to the best atlas available for use in a traffic department, and where it may be secured. No doubt some atlas is published with the idea of adapting it to traffic problems, and you may have the name of such an atlas.—E. J. Boddy, Secretary, Washington Canners Cooperative, Vancouver, Wash.

Editor's Note:—We refer our readers to La Salle Extension University, Chicago, for such an atlas, or, C. S. Hammond Co., 360 Furman St., Brooklyn, N. Y., for a world atlas.

WE'VE HEARD THAT—

Mexico to Enforce Metric System Jan. 1

MEXICO will strictly enforce January 1 the provisions of the weights and measures regulations which prohibit the use of any system other than the metric in any documents representing a commercial transaction, invoices, bills of sale, receipts, etc. This will also cover designations of weights or contents on containers or labels of goods sold or advertised for sale in Mexico.

The regulations provide that when prices are quoted in invoices or other similar documents for transactions in Mexico, they must be expressed in units of the metric system, such as 144 boxes of candy at \$75.00 per 100 boxes, \$108.00. If a number of units of an article are sold in a package, any statement as to contents on the container or on the label must be limited to the specific number of units, such as 12 pencils or 144 pens, and all such terms as "dozen" or "gross" are prohibited. The only exception is the word "pair" (par), the use of which is permitted for gloves, footwear, and other articles for personal use which are customarily purchased in sets of two pieces.

Weight or volume of contents on containers must be expressed in grams, kilos, liters, or in other metric units, and all references to non-metric weights or measures must be deleted.

It is understood that packaged goods are not required to be sold in metric-unit containers, but may continue to be imported and sold in containers of 1 lb. or any other amount that may be desired. In these instances, if weight or measure is expressed on the container, labels, advertising matter, or otherwise, it must be in terms or metric units.

Shanghai Cargo

THE Atlantic Far East conference has issued new regulations on handling of Shanghai cargo which cannot be delivered at bill of lading points.

The rules provide that discharge at a port of refuge shall be deemed final delivery without any adjustment in freight rates except that on cargo billed to outports, the arbitrary rates may be refunded.

Landing charges incident to unloading at ports of refuge are to be for the account of the goods. If cargo has been discharged at port of refuge and shipper subsequently wishes it forwarded to Shanghai, the ship-owner may at his option accept such cargo at a minimum rate of \$3.00 per ton.

Rail Increase a \$10,000,000

Factor to Steel Alone

FREIGHT rate increases granted by the I.C.C. in October, based on the 1936 volume of traffic, will cost the iron and steel industry an estimated \$9,743,657 without including the higher rates granted on bituminous coal or on scrap in the western district.

This estimate covers coke, iron ore, pig iron, and steel manufacturers and is based on the calculations made by the railroads, except that the estimate on iron ore revenue is revised downward so as to make allowances for the I.C.C.'s denial of the proposed increased rates on Minnesota ore to Lake Superior docks. This would reduce the original estimated revenue by about \$1,918,000, leaving the total estimate for iron ore rate increase at \$2,357,064.

The largest charge on the steel industry will lie on finished products rated fifth class in official classification, the estimate being \$4,151,157. Excluding coal, the total increased freight cost to be paid by the steel industry will be roughly 20 per cent of the aggregate estimated annual increase of \$47,500,000 for all commodities.

The highest increase will apply to bituminous coal. Railroads estimate that increased revenue from bituminous coal will be \$26,882,030, a large tonnage of which, of course, goes to the steel industry. The furnace slag increase is estimated at \$126,262.

European Scrap Agreement

Continued

EXTENSION of the international steel scrap agreement until Dec. 31, 1937, has been decided upon. All requirements for the current year have been covered and no contracts have been arranged for the first quarter of 1938. In view of the Sino-Japanese conflict, the International Raw Steel Assn. at the Warsaw meeting considered the question of restricting exports of raw steel and steel products. It was decided to fix for that purpose a monthly total of 450,000 tons of raw steel as a guidance to the cartel members and not as a compulsory rule.

Free Storage on Piers Limited to 10 Days

The United States Maritime Commission, Nov. 20, criticized 106 American and foreign steamship companies for engaging in "unreasonable practices in the free storage of import property" at New York in violation of the shipping act of 1916.

The commission issued cease and desist orders to the companies, forbidding them to allow more than 10 days free time for the storage of imports on New York piers after Jan. 21, 1938.

The commission found that the companies had been allowing cargoes to accumulate on the docks without any limitation.

Soy Beans

EXPORT sales of around 1,000,000 bushels of soy beans, largely to Germany, are reported to have been made this season.

Exports at 7-Yr. High

MERCHANDISE exports from the United States, continuing the expansion in progress since June, reached a new high for any month since October, 1930, in September. The likelihood that exports would exceed imports for 1937 has been predicted. The export balance for September rose to \$63,368,000 from \$31,888,000 in August and \$1,836,000 in July to reduce the import

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.... the parade of NEW PRODUCTS

FORMATION of a \$50,000,000 pulp company, Rayonier, Inc., to consolidate Rainier Pulp and Paper Co., Grays Harbor Pulp and Paper Co. and Olympic Forest Products Co., has been approved by the respective stockholders. E. M. Mills will be president.

The predecessor companies have all been engaged in producing wood fiber pulp for use in the manufacture of rayon, Cellophane and other cellulose products. The consolidation, it is stated, will bring forth expansion to meet a demand for rayon and Cellophane pulps.

Included in the expansion is a mill now under construction at Fernandina, Fla.

Rayonier, Inc., has assumed the sales contracts of the predecessor firms whereunder sales of pulp for rayon production are made to customers in the United States, Japan, England, France, Belgium and Italy. Among the larger customers in the U. S. are E. I. du Pont de Nemours & Co., America Viscose Corp., Sylvania Industrial Corp. and North American Rayon Corp.

Paper pulp will also be produced for sale under contract to S. D. Warren Co., Boston, Mass. The company will also continue the arrangement previously existing between Hammermill Paper Co. and one of the predecessor companies for the production of sulphite printing and writing papers.

“Tasteasers” is the name of the newest product of the American Cone & Pretzel Co., Philadelphia and which maintains factories in that city, St. Louis, Mo., and Chicago, having customers in every State in the Union and transacting considerable export business. “Tasteasers” are made in small, though substantial pieces, basically from pretzel dough sprinkled liberally with salt and having an agreeable cheese flavor cooked in. Like the pretzel, it presents a slightly glazed, brown surface and has a characteristic crispness. It is packaged in a cylindrical bag made of cellophane, the transparency of which presents an all-around view of the bag's contents.

The House of Del-Van, Inc., Fort Wayne, Ind., organized to manufacture cosmetics, is headed by F. A. DeWan. The company has offices in New York, Chicago and Los Angeles.

Kraft-Phenix Cheese Corp. and Swift & Co., both of Chicago, have entered the oleomargarine field.

B. T. BABBITT CO., New York, has purchased the Holly Products Co., Los Angeles, Cal., manufacturing household cleansing products. The Holly Products Corp. will manufacture and sell both Holly and Babbitt products under their respective labels.

“Totrust,” a rust-preventive paint, is being offered by the Wilbur & Williams Co., Boston. It can be applied over a clean or rusty metal surface.

Basin Mills Pulp Co., Orono, Me., which recently leased the plant of the Orono Pulp & Paper Co., a subsidiary of the Eastern Mfg. Co., has started production.

International Chewing Gum Co. has been formed in Cambridge, Mass. A. S. Livingston is president.

K. Taylor Distilling Co., Frankfort, Ky., has announced an elaborate advertising campaign for various brands of its products, following the appointment of seven new territorial sales representatives covering Florida, Louisiana, Texas, North and South Dakota, Iowa, western Missouri, Nebraska, Rhode Island, Maine, Vermont, New Hampshire, Utah and Idaho. New bottles have been designed, labels refined and numerous displays created.

G. H. Mumm Champagne (Societe Vinicole de Champagne, Succrs) and Associates, Inc., have appointed counsel to handle advertising of Bisquit Dubouche Cognac brandy, for which it is sole importer in this country.

TEA BUREAU, launched Oct. 1, has organized a marketing drive, receiving the support of many powerful organizations and companies in the food field. “Turn to Tea” sale week will start Nov. 28 and end Dec. 4. Branch offices have been opened at 612 No. Michigan Ave., Chicago, in charge of F. J. Houahan, and at 500 Fifth Ave., New York, in charge of I. L. Donnelly. The latter offices are in the same building with the Tea Bureau's national headquarters.

Virtually all chain store organizations have pledged support, including A & P, Krogers, First National, American Stores, National Tea and Safeway.

Hills Bros. Co., New York City, has added canned mixed fruits and peels, candied. This is a mixture of diced citron, cherries, orange peel, lemon peel and pineapple.

Libby, McNeill & Libby, Chicago, has added canned meat gravy to its line.

Minnesota Valley Canning Co., LeSueur, Minn., now packs 12 ears of corn in a can, compared with 4 originally.

Barteldes Seed Co., Denver, Colo., has chosen as a trade name “T-N-T” for popping corn marketed in cans. T-N-T are initials standing for tender, nutritious and tasty.

Central Soya Co., Decatur, Ind., is making an addition to its processing plant and is erecting ten concrete silos with a capacity of 500,000 bu.

Great Western Sugar Co., Denver, Colo., has spent \$200,000 this year in improving facilities for moving the sugar beet crop.

(Concluded on page 70)

FACTORIES ON THE MOVE

KELSEY-HAYES WHEEL CO., Detroit, has under consideration a plan for the construction of a plant near Pittsburgh.

Carrier Corp., air-conditioning equipment manufacturer, has placed on the market its two manufacturing plants at Newark, N. J., and one each at New Brunswick, N. J., Allentown, Pa., and Bridgeport, Pa. It is now occupying 30 acres of plant at Syracuse, N. Y., where it took over the former Franklin automobile factory. The company moved more than 600 old employees and their families, totaling about 2,000 persons, to Syracuse at the company's expense. The total expense of equipping the new plant and moving the scattered branches to the central location was nearly \$500,000. News of this move was published in the August issue of *D and W*.

Stewart-Warner Corp., Chicago, will purchase the No. 2 plant of the Marmon Motor Car Co., Indianapolis, where refrigerator operations will be transferred. Most employees affected by the move will be offered employment in Indianapolis or will as far as practicable be given work in the Chicago plants.

United States Glass Co., Gas City, Ind., has been acquired by the E. E. Slick, Jr., Pittsburgh interests and will be ready for operations with about 75 employees shortly after the first of the new year. The company will manufacture pressed ware, pressed and blown ware and private mold work.

Warner Gear Co., Muncie, Ind., affiliate of Borg-Warner Co., Chicago, is negotiating for the lease of a good portion of the old Auburn Automobile Co. plant. Several hundred employees will be involved.

Carboly Co., Inc., Detroit, has purchased a 40-acre tract of land just outside the city limits, where it plans to build a factory to manufacture cemented carbide tools, dies and wheel dressers.

Auto Products Co., Cedarburg, Wis., manufacturer of hub caps and other automotive parts, is preparing to move its plant to Whitewater, Wis., where it will occupy the plant of the Whitnall Conveyor Co., which is moving into the former Cummings-Hickey roller rink building. Auto Products has a force of 30 men. This force will be increased at the new plant.

Regal Gasoline Engine Co., Coldwater, Mich., has purchased the Esco Engineering Service Co., Toledo. Sales and engineering departments of the Regal company will be located in Detroit.

Firestone Tire & Rubber Co. has acquired the former plant of the American Printing Co., Fall River, Mass. The plant will be used as a latex products manufacturing unit.

Atwood Vacuum Machine Co., Rockford, Ill., has purchased the old Sterlite Manufacturing Co. building in South Auburn, Ind., near the plants of the Auburn Automobile Co. The new factory will be placed in

operation with 50 employees as soon as possible to move in new machinery and start production.

Columbian Carbon Co. plans the construction of a steel and concrete carbon black manufacturing plant in the Saxset oil field, near Corpus Christi, Texas. More than \$350,000 will be spent.

Circle Wire & Cable Corp., Brooklyn, N. Y., will move to a new plant in Maspeth, L. I., costing with equipment \$500,000.

Jacob Rupert, operating Ruppert Brewery, New York, has leased a 2-story building at Norfolk, Va. which will be used for bottling.

Radio Engineering Laboratories, Inc., Long Island City, N. Y., has leased a 3-story building at 35-19 36th Ave., to which present equipment will be moved.

Kelsey-Hayes Wheel Co., Detroit, will build a plant on a 30-acre tract at Neville Isand, Pittsburgh. Cost close to \$1,000,000 with equipment.

Burd Piston Ring Co., Rockford, Ill. will take immediate possession of a recently acquired factory, containing about 150,000 sq. ft. of office space. General offices are planned to be moved into the new building which will also be used to manufacture auto heaters and piston rings.

E. Bilhuber, Inc., pharmaceutical manufacturer, Jersey City, N. J., has bought a 35,700 sq. ft. tract on Crane St., Orange, N. J., upon which will be built a 3-story plant of reinforced concrete and steel construction.

Yeager-Siegel Corp., Brooklyn, N. Y., will move its plant to Peekskill, N. Y.

Parsons Ammonia Co. will move its plant from Brooklyn, N. Y., to the Andrew McLean & Co. mills in Passaic, N. J. The company maintains several other plants throughout the country.

Louisiana's foodstuff industry is spending \$2,717,000 on new plants and expansion of present factories under the state's industrialization program which permits the governor to grant tax exemption for 10 yrs. to new industries.

Largest capital investment amounting to \$1,510,000 is being made by the sugar interests. The Iberia Sugar Co-operative, Inc., is building a grinding mill to cost \$1,000,000. Another sugar mill is under construction by the Duhe-Bourgeois Sugar Co. at cost of \$300,000, while a \$160,000 modernization program is underway at the plant of the Lafourche Sugar Corp. An abandoned sugar plant in Lafourche parish is being rehabilitated by Waverly, Inc., at a cost of \$50,000.

Swift & Co., Chicago meat packing firm, is spending \$300,000 for a plant at Lake Charles. Continental Can

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Georgia Line Would Displace New England Steamship Co.

THE Ocean Steamship Co. of Savannah, Ga., will succeed the New England Steamship Co. as the water link for freight moving from Canadian points to New York via Boston, if the I.C.C. grants an application filed Nov. 6.

The application, made by the Central of Georgia Railway Co. as owner of the steamship company, the Illinois Central Railroad Co. as owner of a substantial portion of capital stock of the Central of Georgia, and H. D. Pollard as receiver of the Central of Georgia, stated that about 70,000 tons of freight moved annually in the service between Boston and New York points prior to recent discontinuance by the New England Steamship Co.

\$250,000 Houston Warehouse and Barge Terminal

THE ship Channel Contracting Co., Houston, Tex., established in 1935 with Richard R. Olmsted, president and R. J. Suberville, Jr., vice-president, is erecting on 4.2 acres of land on the south side of Buffalo Bayou. A channel frontage of 850 ft. will be afforded. The terminal building of steel and concrete will be 60 by 450 ft.

The property has accommodations for 4 to 8 barges equipped to handle 2000 tons each 12 hrs. interchanging traffic from barges, with rail sidings for 15 cars.

Barge operations extend to inland waterway cities and located on Mississippi, Illinois and Ohio Rivers, touching cities of New Orleans, Memphis, St. Louis, Cairo, Chicago, Louisville, Cincinnati, Pittsburgh and others.

Systematic Operation of Port Terminals Urged

EQUALIZING terminal charges, standardizing practices and elimination of free service in ports were urged today by Horace Chapman, vice-president of the Port of Seattle, before the American Association of Port Authorities, in convention at Wilmington, Del., recently.

"From the viewpoint of systematic operation, ports are still in the horse and buggy or sailing ship days," Chapman declared. "When investigating port rates and practices, the shipper finds such a confusion of terms and conditions, such a muddled mess of absorptions, contingencies and disregard of standards of uniformity, that it is next to impossi-

ble for him to know accurately what his terminal costs through the port barrier will be."

"Through efforts of the American Association of Port Authorities," Chapman continued, "more uniform rates are being adopted. Good progress is now being made in establishment of uniform rates and practices for terminals."

Chicago Lake Tonnage Mostly Bulk Freight

TRANSPORTATION WEEK was observed by the Chicago Traffic Club recently. Many interesting displays of the various forms of transportation, with models of the different types of equipment, showing the developments of the past 100 yrs., were on view in the spacious rooms of the club at the Palmer House.

Short talks were delivered at luncheons by representatives of the four modes of transport—water, truck, rail and air. W. W. Huggett, vice-president, North Pier Terminal Co., spoke on water transportation in part as follows:

"The Federal Barge Lines has developed its business by leaps and bounds. Each year the tonnage doubles itself over the previous year, which goes to prove that the shipping public is beginning to pay attention to its natural resources."

"The pioneering value of the United States Government, developing waterway transportation, certainly reached the crest of its importance when it extended the Federal Barge Lines to Chicago and with it the placing of Chicago partly back to the position it used to enjoy prior to the construction of the Panama Canal by getting back into the market on the West Coast of the United States."

"It is surprising to note the number of private concerns who are constructing barges and towboats for the handling of all sorts of raw commodities on the river for their own use, and development in this line has just started."

"Thousands of tons of raw commodities are being shipped into and out of Chicago daily from our large industrial plants. The figures are really staggering—a few of which I will give you to show the magnitude."

"There was shipped out of the Port of Chicago, which includes the territory covered by the Chicago Switching District during the navigation season of 1936—31 million tons, 90 per cent of which moved on the Great Lakes and 10 per cent on the river."

"Of all the tonnages approximately only 2 per cent was package freight—98 per cent bulk tonnages of raw materials; so you see, the boat lines have remained pretty much in their own class."

Raw Silk Canadian Rate

A PASSENGER service rate of \$4.11 per 100 lbs. on raw silk moving from Pacific Coast ports in the U. S. to eastern Canadian destinations with transit privileges at Chicago has been docketed by the trans-continental freight bureau.

Early in October, the Canadian Freight Assn. made effective a rate of \$4.00 on raw silk from Vancouver and

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THE PROBLEM OF PHYSICAL DISTRIBUTION

(Continued from page 14)

tories. Thus each factory has a clearly defined region which it can serve more economically than any other factory. Sometimes you will have to fight to keep each factory in its own territory. However, show the boss the transportation dollars involved and he will usually become as meek as a kid caught smoking the old gent's pipe. Most business men not directly concerned with transportation think of it in terms of cents per hundred pounds. Hand it to them in dollars per ton, per carload, or so much per year, and it becomes more important.

The real distribution work is to place merchandise in warehouses and in the hands of agents and customers. Here you are likely to find considerable distribution waste, the elimination of which will require informed intelligence, cooperation, coordination, and genuine business planning. Diplomacy and courage are requisites.

The First Step

The first step is to find out where each warehouse, agent and customer obtains its merchandise, in what quantities, and via what transportation medium. Unless the company's distribution is highly organized and constantly policed you will probably find numerous instances of merchandise being shipped from a factory or warehouse that has higher transportation costs than some other supply point. The next task is to find out exactly how much merchandise each warehouse and agency can store at one time, and what its sales or merchandise turnover averaged in previous years. This sounds easy, but in a large organization it is a gruelling work. However, when you have all the data laid out neatly you can start on your way.

Now your job is to work out distribution plans that will speedily supply these warehouses, agents and customers with merchandise at the lowest transportation costs. Remember, this does not mean the lowest transportation costs on the *last* movement of the goods. It means the lowest *total* transportation costs; from the movement of raw materials into the factory to the actual delivery of merchandise into the hands of your agents and customers. This is usually where distribution goes haywire.

Distinctions Considered Separately

The most effective procedure is to consider each destination separately. You can determine whether each warehouse and agency should order merchandise in carloads or less carloads by referring to the average annual sales or merchandise turnover for each point. For example, if a particular agent received less carload shipments in one year equal to a single carload there is probably nothing you can do about it. But if, on the other hand, an agent or warehouse received less carload shipments equal to four or five carloads in one year, and if your data tells you this destination has facilities for storing a carload, then you can tell that fellow hereafter to order in carload lots. Maybe it sounds deceptively easy. Actually, the going will be rough for a while. The man who rarely ordered carload lots before will be overwhelmed with the idea. He will have ten reasons why it can't be done, and twenty reasons why you're a screwball. Often a reasonable amount of patience will win him over. If that fails shoot the figures at him and ask him if he can get around the large freight saving for carloads against less carloads.

If warehouses and agencies have merchandise turnover that justify carload lots, even though facilities are inadequate for storing carloads, figure out the an-

nual saving carloads would effect. More times than you imagine it will be great enough to pay for the necessary expansion of warehousing facilities. If you are using a public warehouse it won't make any difference because they are always equipped to handle carloads. If it's a customer the obvious thing is to pass along your suggestions to the sales department for handling.

There is one angle to the carload versus less carload question that is not readily apparent. That is, the saving via carload is not always confined to the difference between the two methods of shipping. This is so because every carload logically moves direct from a factory, whereas many less carloads first move in a carload to a warehouse or distribution point and then as a less carload to the final destination. When this happens you pay two rates plus handling, warehousing and sometimes commissions. Consequently, carloads direct from the factory will sometimes knock off a considerable chunk from your distribution costs.

If your distribution setup was improvised as the company grew over a period of years it is likely you will uncover plenty of startling situations. For example, you might find that many less carload orders are being filled from warehouses that could more cheaply be shipped direct from the factory or from a differently located warehouse. This sort of thing happens because sales forces concentrate on getting merchandise into the buyer's hands as quickly as possible. As a result they consult a map and place an order on the warehouse or factory that *looks* as if it has the lowest transportation costs. Sometimes they will place an order against a certain warehouse or factory simply because they have an idea it will be shipped a day or two sooner than from the cheapest supply point. Investigation will often reveal that such impressions are not well founded, although there are sometimes special circumstances which prove exceptions to the rule. Moreover, it can often be shown that the feared delay of a day or two makes not the least difference to the customer.

Distribution a Marketing Cost

It's the distribution man's job to knock the props from beneath these lads. But cushion their fall with facts and figures on savings by proper distribution. When they realize that physical distribution is a marketing cost, and that the lower it becomes the easier they can shave prices in order to land big and little contracts, the better they will like it. Before many months they will come to you for distribution costs when they have to bid on a nice slice of business.

The chief of many dangers in discussing distribution is that it has so many complex angles one can easily make an awful muddle of it. Nevertheless, the importance of the subject makes the risks worthwhile. *As manufacturing costs per unit are reduced, distribution becomes a greater percentage of the whole cost.* Ten years ago a Federal inquiry found that seven different transportation charges were paid on the wool from the time it left the sheep's back until it got on the consumer's back. And clothes are shipped direct from manufacturer to retailer. The same study found that out of every consumer's dollar spent for cornflakes 36 cents went for physical distribution; for fresh beef 19 cents; for bread 11 cents; for rolled oats 32 cents. The Sun Oil Company found that 41.9 per cent of the cost of gasoline went for transportation from oil well to service station pump. With wages, taxes, and materials higher today, and with competition keener than ever, physical distribution has a special significance because it is susceptible of immediate and marked economies.

Exploring distribution is like drilling for oil; the deeper you go the better the chance of striking it rich. Suppose, for example, your company has a uniform agreement with dealers, including specific provisions that all purchases are F.O.B. factory, you to allow the

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IN THE COLD STORAGE FIELD

New Frozen Food Plant at Corpus Christi

The Texas Sea Foods, Inc., will open early next year a \$100,000 plant at Corpus Christi, Tex. It will be the first of its type in the Southwest. It will process seafoods, fruits, vegetables, meats and fowl. Jack Hale is president. Headquarters are at Houston. The process will be the one used by Birdseye, Honor Brand, Booth Fisheries and others in the North and East, it is stated. A two-stage ammonia refrigeration equipment will be employed for quick-freezing and air-conditioning equipment will be "Freon."

Plant capacity daily will be about 20,000 lb. Sales will be confined at the outset to 20 major cities in Texas.

Building insulation will be cotton, processed to fire resistance and vermin-proofed.

Frosted Foods Increases Output

A capacity of 300,000 lb. per day has been reached by Frosted Foods Corp. in its packing facilities at the Hillsboro, Ore., plant. New frozen items packed this year are mixed peas and carrots, apricots, Italian prunes, rhubarb, peaches, and crab-meat. Increased efficiency has been obtained through the use of a new type of plate freezer, making freezing in quicker time possible and without such extremely cold temperatures.

Birmingham Ice & Cold Storage Installs Quick Freezing

The Birmingham Ice & Cold Storage Co., Birmingham, Ala., recently completed a program of remodeling rooms and increasing efficiencies. The alterations included the installation of quick-freezing facilities for packing house products and fruits, but particularly meats. The shelf capacity of this sharp room is more than 50 tons. The plant has close to 1,000,000 cu. ft. of storage space combining both cooler and sharp freezer rooms and is for cold storage only, not having dry space.

General Cold Storage, Detroit. Under New Ownership

The entire corporate stock of the General Cold Storage Warehouse, Inc., Detroit, has been purchased by Harry D. Graham and Frank W. Pifer from the estate of C. Earl Smith, which has been operating the warehouse since the death of Mr. Smith, the president, last year. Negotiations for the purchase were completed Wednesday.

The new owners, who will continue to operate the business as a corporation, are well known to the trade, Mr. Graham having been vice-president and Mr. Pifer secretary-treasurer of the organization under the former management. Mr. Graham has been connected with the cold storage industry for 30 years, having been associated with the Western Cold Storage Co. in Chicago and the Detroit Harbor Terminals, Inc., before making his present affiliation several years ago.

Mr. Pifer, who joined the General's staff in 1934, was formerly Detroit manager for the Fairmont Creamery Co., and later operated his own business under the name of the Quaker Produce Co.

Cold Storage for Winchester, Ind.

Definite steps toward organization of a Winchester, Ind., creamery and cold storage concern are being completed. W. J. Williams and C. C. Davis are interested in the project. The concern will be cooperative among the farmers, who will bring their produce to the plant, where it will be made into butter, cheese and powdered milk. Livestock will also be handled and processed.

A locker system whereby persons belonging to the cooperative may store their meats, etc., is another feature.

Mackenzie Chairman of S. W. Cold Storage Chapter

R. T. Mackenzie of Dallas, Texas, was elected chairman at the annual meeting of the Southwestern chapter, Association of Refrigerated Warehouses, held in San Antonio, Texas, Nov. 1. He succeeds N. S. Von Phul of San Antonio. Elected with Mackenzie were C. Goodfellow, Fort Worth, vice-chairman, and W. F. Dwyer, Dallas, secretary-treasurer. These, together with Jeff Brewster of Houston, comprise the board of directors.

Propose Traverse Apple Warehouse

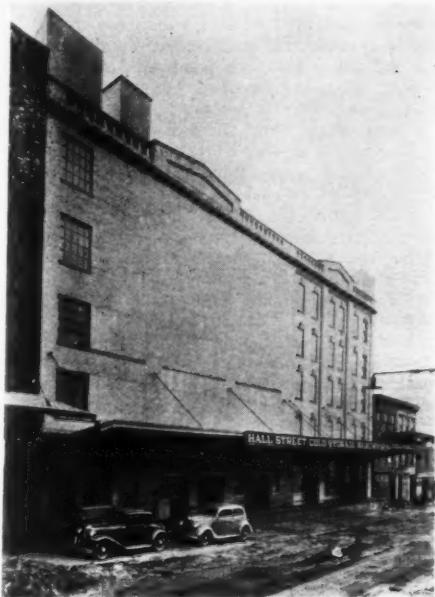
The establishment of an apple warehouse which would serve as a sorting station and shipping center for the Grand Traverse, Mich., region seems possible. The proposed warehouse, similar to the one which the city has vainly attempted to have built as a PWA project for the past several years, would offer facilities to all apple growers for cleaning, grading, sorting and storage of crops.

New \$400,000 C. S. Warehouse

Costing close to \$400,000 and claimed to be the largest cold storage warehouse in the world to be used exclusively for fruit is being completed at Hood River, Ore. This is the new setup of the Apple Growers Assn., from which warehouse fruit will be distributed from week to week for domestic markets and ports of the entire world. Eventually, 1,000,000 boxes will be stored.

The new building has been erected over a ground floor area of 320 by 180 ft., and will be five stories high, of reinforced concrete and heavily insulated.

Special strength has been packed into the foundations of the plant so that two additional stories may be added.



WHEN the depression descended upon us and all industry sought ways and means to reduce costs, the Hall Street Cold Storage Co., Brooklyn, N. Y., looked into the problem of its power costs. Thereupon early in 1930, after considerable thought, an F-M 60-hp. Diesel engine was installed to drive a direct-connected 9-in. by 9-in. York compressor. This compressor had formerly been run by a motor operating on purchased power. From the start this new engine was given the strenuous task of running steadily day and night with only a bi-monthly 1-hr. shutdown for examination and changing of lubricating oil.

So satisfactory was the reduction in power costs through the operation of this single unit that, when plans were made for the enlargement of storage space, addi-

tional Diesel equipment was installed. Two stories were added at this time to the building, which had previously been used as a packing house. The present five-story plant with basement has eighteen rooms aggregating some half a million cubic feet of storage space, requiring 160-t. of refrigeration when operating at capacity.

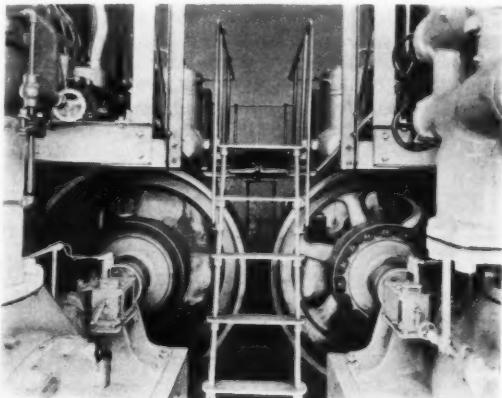
With the enlargement of the plant, provision was made for the addition of two F-M 140-hp. Diesels, each driving a 10-in. by 10-in. York compressor, with 63-kv.-a. alternators, driven by Flex-Mor V belts from the flywheels, mounted on each engine. All this equipment was installed in what had formerly been a smoke house, measuring 16 ft. by 20 ft. Just prior to the installation of this new equipment, a 50-t. compressor, driven by a motor operated on cen-

tral station current, was taken out of service. Although alternators had been installed so that outside power might be dispensed with entirely, a 10-kw standby service for lights and emergency operation, was obtained from the local power company as a safety measure. This service, however, was discontinued during 1934 as being superfluous, and since that time the plant has continued to depend entirely on Diesel generated power.

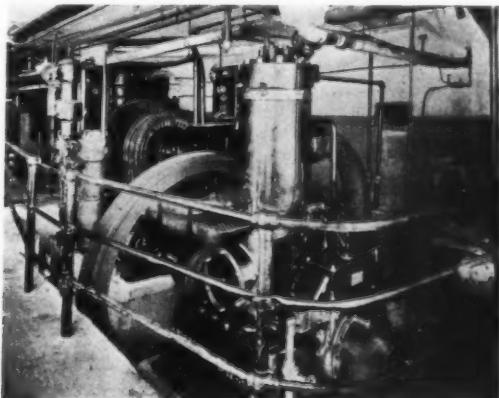
During the summer (the period between June 1 and Oct. 1) all three Diesels are operated 24 hrs. a day with but one shutdown of about an hour every 2 weeks for each engine, during which time the equipment is examined, examinations being so timed that but one engine is out of service at a time. In winter only the two larger en-

(Concluded on page 61)

These twin F-M 140-hp. Diesels with the smaller unit afford satisfactory flexibility in temperature control.



The F-M 60-hp. Diesel—the first unit installed at the Hall Street cold storage plant.



Cost Accounting Determines Profitable Accounts

A. L. FORD of the St. Louis Terminal Warehouse Co., outlined a cost accounting system, worked out for his company by a competent accountant, and found very satisfactory since in determining easily whether individual merchandise accounts are profitable or unprofitable.

"In determining our storage and handling costs we group expenses as follows," said Mr. Ford. "Direct storage cost. Direct Handling Cost. Sales expenses. Administrative and general expense.

"Our direct storage cost includes the following expenses: rental expense, watchman or burglar alarm service; 50 per cent of light, heat, power and water; warehouse bond expense, insurance on buildings, repairs to buildings, 50 per cent of depreciation on equipment in buildings.

"Direct handling cost includes: salaries of laborers and foremen, supplies and miscellaneous expenses, 50 per cent of the depreciation on equipment, compensation and public liability insurance, federal old age benefit insurance, and federal unemployment insurance (insurance items are based on direct warehouse labor payroll), 50 per cent of light, heat, power and water, damages and shortages."

Sales expenses: salesman's salary, traveling expenses, advertising depreciation on salesman's automobile if furnished.

Administration and general expenses: salaries of officers and office employees, general office expenses, office light, heat and water, stationery and printing supplies, office rent, legal accounting; compensation, public liability, federal old age benefits and federal unemployment insurance, based on executive and office employees' salaries; telephone and telegraph.

"We determine two costs," said Mr. Ford, "the cost per square foot for storage and the cost of handling.

"The storage cost is determined as follows: direct storage cost, plus its pro rata portion of sales expenses and administrative and general expenses. The pro rata basis of sales and administrative and general expense is secured by determining the percentage of the direct storage cost of the total of direct storage cost and direct handling cost. As in the illustration: direct storage cost is \$1,000, direct handling cost totals \$2,000—the total of the two direct expenses equals \$3,000. The storage cost represents $\frac{1}{3}$ of the total; consequently, $\frac{1}{3}$ of the sales expense and administrative and general expense is charged to the storage group. The remaining $\frac{2}{3}$ is charged to the handling group.

"In determining the cost per square foot of operation we take the total storage cost, which includes the direct and pro rata portion of this group, and divide it by the gross amount of square feet operated. Space operation is determined by the outside dimensions of the building, which, of course, includes all space lost due to walls, aisles, posts, stairs and elevators. We also determine the cost per delivery handled during the month, which, of course, is the total of the direct handling expense plus its pro rata portion of sales and administration general expense divided by the number of deliveries handled during the month. We also determine just what a delivery represents per month by making a complete analysis of the number of deliveries handled, total packages, total number of items, and total weight."

Basic Rates on Household Goods Fixed in California

Announcement of the fixing by the California Railroad Commission of minimum rates for the moving of household goods over state highways was made last month by J. E. McCaffrey, examiner in charge of the commission's Southern California office.

From the evidence submitted at the various hearings, the Commission found that the following hourly rates had been justified and were approved as the just reasonable and non-discriminatory minimum rates for the transportation of uncrated used household goods and personal effects. These hourly rates constitute only a small portion of the rates established by the commission's Decision No. 29891, but they apply on practically all of the local moving in and around Los Angeles.

Vehicles having a loading area of less than 90 sq. ft., operating within metropolitan Los Angeles, shall be subject to a charge of \$2.50 per hour for the vehicle and driver, and \$3.00 per hour for vehicle, driver and helper, subject to a minimum charge of \$1.25. For a vehicle having a loading area of 90 sq. ft. or over, the rate shall be \$3.00 per hour for the vehicle and driver and \$3.50 per hour for the vehicle, driver and helper,

subject to a minimum charge of \$1.50. For help in addition to driver and first helper, a charge of \$1.00 per man per hour shall be made. The loading area of a vehicle is defined as meaning the total space available for loading, including the tailgate and overhead (loading space above driver's compartment).

It must be understood that these hourly rates are minimum rates and no carrier may charge any lesser rate than the minimum rate established, under penalty, upon conviction, of a fine not to exceed \$500 or imprisonment in the county jail for not more than 3 mos., or both. Carriers may, however, when mutually agreed upon by carrier and shipper, charge higher rates than those established. Hourly rates shall be computed on the following basis: Loading time plus double the driving time from point of origin to point of destination plus unloading time. Service performed on customer's instructions between the hours of 5:30 p.m. and 7:30 a.m. or on Sundays or on New Year's Day, Washington's Birthday, Decoration Day, Fourth of July, Labor Day, Thanksgiving Day and Christmas Day shall be considered overtime and a penalty of 25 per cent shall be added to the rates.

42 Salt Makers to Ship Product in Paper Bags

Forty-two major concerns in the salt-producing industry have forsaken the cotton and burlap bags which they have used for years in favor of a paper bag for shipping salt to the manufacturing trade. The retail trade, as heretofore, will sell salt in cotton bags or in cartons.

The change, which is being adopted one by one by the large salt firms, was decided upon after many tests made by engineers for the Salt Producers' Assn.

It has been decided to ship salt to the creameries, bakeries and other large users in paper bags after these tests had been conducted. Multiple-wall paper bags, four-ply, with the inner-ply asphalt lined are being used.

A year ago this move might have been a question of price-saving alone, but since the drop in cotton prices and the large crop, the small saving is outweighed by other features, among which are that the new bags are moisture-proof and by and large much more sanitary than the cotton or burlap bag.

The smallest shipment in the paper bag is 100 lbs.

Indianapolis Warehouses Raise Handling and Storage Rates

The Public Service Commission October 23 permitted eight Indianapolis warehouses to increase their storage rates 5 per cent and handling charges 33 1/3 per cent.

The warehouses are the Tripp Warehouse Co., Central Public Warehouse Co., Strohm Warehouse and Cartage Co., Indianapolis Warehouse and Storage Co., Inc., Central Transfer and Storage Co., Rolling Mills Warehouse, Inc., Indiana Terminal and Refrigerating Co., and Henry Coburn Warehouse and Storage Co.

The warehouse, in seeking the increase, said their operating costs had risen, making the rate hike necessary.

New A.W.A. Members

The following companies have been admitted to membership in the American Warehousemen's Assn. Merchandise Division:

Hill Warehouse and Trucking Co., 1509 N. 1st St., Superior, Wis.; Jones Warehouse Co., 515 Front St., Norfolk, Va.; and the Oswego Netherland Co., Inc., W. Seneca St., Oswego, N. Y.

Red Ball of Oklahoma City in New Building

The accompanying illustration shows the new home of the Red Ball Transfer & Storage Co., Oklahoma City, which is located at 303-313 East Grand Ave.

With a total of 41,400 sq. ft. of storage space, the new location provides 6,000 more feet for merchandise storage and 6,000 more for household goods than was available at 2 East California Ave., the former address.

New, modern, well-lighted, with 6-car trackage, the brick and cement structure consolidates warehouse, offices, shops, and garage; in fact all the firm's activities are brought together under one roof. Equipment includes General Automatic sprinkler system and Herring Hall Marvin safe.

A new Federal 3-ton tractor and 1400 cu. ft. Fruehauf trailer-van recently purchased and the four new Internationals, which were purchased this year as replacements, complete the delivery system's modernization, which has been gradually taking place the past 4 yrs. There are now 27 trucks in Red Ball's fleet.



This company has exclusive contracts with the city's seven railroads for pick-up and delivery.

There has been no change in management or personnel, the firm continuing with W. H. Avery, president, and H. S. Brimm, secretary-treasurer. Mrs. H. S. Brimm is vice-president.

The Red Ball operates chiefly in Oklahoma City and the State of Oklahoma, handling interstate business through Allied Van Lines. Affiliations include the N.F.W.A.; A.W.A.; A.T.A.; Southwest Warehouse and Transfermen's Assn.; Allied Van Lines, and Associated Motor Carriers of Oklahoma.

H. S. Brimm, secretary-treasurer, is back at his desk after almost a year's "sick-leave." Traveling here and there in search of health, Mr. Brimm landed in the Dallas Medical Clinic Hospital, Dallas, Tex., where the recuperation process began in earnest. Some 20 lb. heavier than this time last year, H. S. says he is feeling "quite fit" again.

N. Y. Free Port Accused of Rate Cutting

A statement issued by E. W. Ford, president of the Warehousemen's Assn. of the Port of New York, Inc., criticizes the methods followed by the City of New York in its operation of Foreign-Trade Zone No. 1, on Staten Island.

"Mayor La Guardia's repeated statements that the object of the Foreign-Trade Zone was to bring new business to the Port of New York," said Mr. Ford, "have, on many occasions, been supplemented by the statements of the Dock Commissioner; and as recently as Sept. 23 the Commissioner (in addressing The Traffic Club of New York) publicly stated that the fear expressed by established warehousemen that the Zone would interfere with their business is groundless and that if it does not originate new business for New York it is a failure.

"In spite of the representations of the Mayor and the Commissioner of Docks, the Zone is not obtaining new business for the Port of New York but is being used to divert business from tax-paying concerns in the city through rates entirely non-commensurate with the facilities and the services furnished.

"The City has now contracted to take for storage a cargo of Mexican peas arriving on the German steamer Augsburg, which business has for many years been currently handled by concerns located in New York whose annual tax payments to the City are well over a million dollars. The rate-

cutting method of obtaining these goods for storage at the Zone is in apparent violation of the terms of the Federal Act permitting such Zones, which requires that they be operated as public utilities and that their rates be fair, reasonable and uniform.

"If the present policy of operation is continued, it cannot fail to result in useless waste of the City's funds and in depriving taxpaying concerns of their livelihood and their ability to pay taxes."

Commenting on the foregoing, the American Warehousemen's Assn., in its Oct. 30 bulletin, says:

In his Sept. 23 address, mentioned in Mr. Ford's statement above, Dock Commissioner McKenzie stated that during the 6 mos. of its operation \$140,000 worth of goods had been handled in the Zone. Everybody concerned, including municipal officials and warehousemen, will probably say that there is a very small volume. However, the cargo of Mexican peas to which Mr. Ford refers had a value much in excess of the value of all of the merchandise that the Dock Commissioner says had been handled during the first 6 mos. of the Zone's operation. In other words, if the Zone is to handle such cargoes and that have heretofore been the business of privately-owned public merchandise warehouses at the Port, particularly if the charges made by the city are "entirely non-commensurate with the facilities and services furnished," then indeed, will the Zone become a real menace to our people at the Port.

Because these alleged non-compensatory rates are of concern to the warehousing industry nationally for the reason that precedents established at the Port of New York Zone will be looked to by other Foreign-Trade Zones elsewhere throughout the country in the future, steps are now being taken by the AWA's Merchandise Division with view to having the Foreign-Trade Zones Board institute an investigation of the rating practices at the Port of New York Zone. Under the law, rating practices at Zones are properly the subject of supervision by the Foreign-Trade Zones Board.

Love Elected President of Utah Warehouse Assn.

Henry L. Love, manager of the Security Storage & Commission Co., Salt Lake City, Utah, and former secretary-treasurer of the Utah Warehousemen's Assn., was elected president of that organization at the annual meeting the past month. He succeeds W. D. Brown, head of the Western Gateway Storage Co., Ogden, who had held the office for the past 2 yrs. Other officers chosen at the meeting were Lawrence W. Richards, manager of the Utah Ice and Storage Co., Salt Lake City, vice-president; Malcomb A. Keyser, head of the M. A. Keyser Fireproof Storage Co., Salt Lake City, was elected treasurer and reelected secretary. The new executive committee will consist of retiring president W. D. Brown and John A. Hadley, Hadley Storage and Transfer Company, Salt Lake City, with the newly elected officers as ex-officio members.

There was a discussion of the labor situation. It was reported that although the situation in this regard had been fair and there had been no strikes in the industry locally, the outlook was rather uncertain. Labor was making demands which would fall heavily on the industry if granted. The near future, it was indicated might see some strife between labor and warehousemen of the state.

Henry L. Love, the new president of the association (pictured in *DandW's* Roll of Honor this issue) has been in the warehouse business for 30 yrs., becoming associated with the Security Storage & Commission Co. (the "Commission" end of the business was dropped many years ago) only one year after its organization. Mr. Love, a nephew of the late Stephen H. Love, Salt Lake City, former president of the United States Beet Sugar Assn. and a nationally known traffic authority and sales executive, is a recognized authority on insurance and was in Chicago and Seattle in this field before returning to Salt Lake City, his birthplace, and entering the warehouse business as manager of the Security.

The new association president has always been active in warehouse associations whenever Utah has had an organization. "I am a great believer in the association movement," he said. He was born in Salt Lake City, in February, 1879, his grandparents being pioneers of Utah, his mother's side English and his father's Scotch-Irish. Mr. Love is a married man and the father of one, married, daughter. His hobby is flower gardening.

MOTOR TRANSPORT

Uniform Standards Under I. C. C. Would Include Weight Basis

A.T.A. Convention Debates and Endorses Move

IT seems possible, as the result of actions taken at the recent public sessions of the Household Goods Carriers' Bureau affiliated with the American Trucking Associations, held on Nov. 15 and 16 at the Kentucky Hotel in Louisville, Ky., that the Interstate Commerce Commission soon may call a series of public hearings to determine whether or not the Commission should adopt uniform regulations and standards as the basis for a new rate making structure for the household goods motor transport industry.

If so, and if the Commission should follow the recommendations of these public meetings—which recommendations were personally requested by Director W. Y. Blanning of the I. C. C. Bureau of Motor Carriers—the new rate making standards for the industry would be on a new uniform weight basis rather than cubic footage measurement basis.

Weight Basis Debate

This request by Director Blanning, and the warm debate and endorsing resolutions which were passed, were among the highlights of the fourth annual ATA convention attended by an estimated 2,000 registered delegates and others interested in the various branches of the motor trucking industry, assembled from nearly every state of the union.

The convention, in some of its general sessions, was addressed by such notables as I. C. C. Commissioner Joseph B. Eastman; Robert F. Black, Director of the Automobile Manufacturers Association; Alexander H. Mahood, President of the National Association of Railroad and Utilities Commissioners; H. H. Kelly, Safety Director of Bureau of Motor Carriers; and James S. Thomas, president of the Chrysler Institute of Engineering. Special features at this convention, introduced for the first time, were the ATA Truck and Accessories Show, held from Nov. 15 to 18 at the Louisville Armory near the convention headquarters; the new and novel "truck rodeo" to select "the best truck driver in America"; and the presentation of an

award to "the world's safest truck driver"—Allen B. Hill, who had driven a truck for 30 years, and covered about 1,400,000 miles without an accident, and who for the last five years has been driving an "Allied" furniture van for the Crocker Transfer and Storage Co., Corpus Christi, Tex.

The action of the Household Goods Carriers' Bureau, which may result in the establishment soon of a new rate making basis for this branch of the motor trucking industry, came as a surprise event during the first day's session of the second annual meeting of the Bureau, which is an independent organization but affiliated with the A.T.A. Also, most of the members of the Bureau are also members of the Household Goods Carriers' Division of the A.T.A.; and the elected chairman of this so-called "natural division" of the A.T.A., automatically became one of the A.T.A. vice-presidents and a member of the A.T.A. Executive Committee.

The first convention session of the Bureau was called to order

about 3 P. M. on Nov. 15 by President John L. Wilkinson of Charlotte, W. Va., who announced that the annual report of the various officers and departments of the Bureau would be interrupted at any time that it would be possible for Director W. Y. Blanning of the Bureau of Motor Carriers, delayed by telephone calls to Washington, to be present for "an informal talk."

Director Blanning, former chief attorney for the Bureau, spoke informally on the phase of the work with which he was most familiar. "A recent check" said he, "on public complaints coming to the Bureau, show that more than one-half of these complaints relate to the motor transportation of household goods. It was the intention of our Commission attorney, Jack Scott, who was scheduled to speak before this meeting, to discuss this matter with you, and to ask for your suggestions as to how the conditions which have lead to these complaints possibly might be remedied. Mr. Scott unfortunately was unable at the last minute to come, and he asked me to present this problem to you. There are also some other problems on which the Motor Carriers Bureau would like opinions or suggestions, from this meeting or from your organized group."

Wrong H. H. G. Charges

Director Blanning very frankly outlined the situation. Most of these complaints, he said, were against rates and "wrong charges" for carrying household goods. In numerous cases the Commission had sent out its investigators to measure the cubic footage of the loads complained against. But the results in many of such cases were so confusing that there was not a good basis for rate prosecutions. That is, two or more carriers who would submit measurements of the goods would disagree on these measurements, and the Commission inspector might submit still a different measurement. Such conflicting evidence, said he, did not offer a good basis for prosecutions. He directly asked that this meeting of carriers should make recommendations to the Bureau of some practical remedy for the situation. In fact he made his request much stronger. He asked that he should be given such definite recommendations—"before I leave Louisville."

He discussed possible remedies.



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Protect them against Tuberculosis, the disease that still leads as a cause of death between 15 and 25

BUY and USE CHRISTMAS SEALS

The National, State, and Local Tuberculosis Associations in the United States

TRANSPORTATION

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F. EUGENE SPOONER

One possibility was for the Commission to call public hearings, to get testimony from many different carriers of household goods. One possible objection to such hearings, he said, was that too often there would be testimony only from a few of the larger carriers or associations. He personally believed that there should be widespread hearings, where many small operators might be heard. Such hearings, he believed, might include "all of the practices of household goods carriers affecting the public."

Another method for the carriers to get their opinions before the Bureau, to be passed on by them to the Commission, would be for "such organizations as your own Bureau" to submit definite proposals for the Bureau and the Commission to consider. Mr. Blanning invited questions from the audience, which questions related mostly to conflicts in state regulations, to "grandfather rights," to the issuing of I. C. C. plates before such rights were established, etc.

Glenn Urges Action

One of the first speakers, when the matter came up for group discussion after Mr. Blanning's departure, was J. W. Glenn of Buffalo. "Why is it," he asked the Bureau officials, "that our board of directors have not done something already toward the establishment of a weight-making basis for our Bureau tariffs, considering that at our last two annual meetings of this group we have instructed our directors by our votes to take such action."

President Wilkinson answered with equal frankness. He reminded the questioner that while these previous meetings had so voted, there had been "some disagreements." The board of directors, he explained, had taken the instructions of these meetings seriously. They had sent out questionnaires to test the general sentiment of the industry as to making a change away from the cubic footage basis of measurement, to weight measurement. Complaints had been made of lack of weighing facilities over the country. And the board of directors had never agreed unanimously enough to make such a start. Hence they had been "just dodging the issue," to keep harmony among themselves.

Merle Fullerton, vice-president,

of Youngstown, Ohio, agreed that this was a fair statement. Other speakers were Al Naish of Cincinnati; and Walter Huffman of Bridgeport, N. J., and Robert Wilson of New York. H. H. Hardy of Lansing, Mich., endorsed the weight basis, said that public hearings before the establishment of the weight plan in Michigan had brought attendance by nine-tenths of the carriers, and he believed they were generally pleased with its working, regardless of some previous fears.

Wilson H. Collin, general manager of the Allied Van Lines, Inc. of Chicago, agreed that at the two previous meetings there had been strong differences of opinion among the carriers on the weight basis. "But during the past year," he added, "I believe there has been a decided weakening of the former opposition to the weight plan. Considering the startling statements by Director Blanning, I think we should ask the Commission to call such public hearings as he has suggested, and without delay."

Jim Burbank of Warren, Ohio, thought that there was great need of education among the owners on the weight plan. Also, if an organized group of carriers such as their own should attempt such a program on their own initiative, and if a considerable percentage of the membership thus should withdraw, the remainder of them would be "left out on a limb."

Finally, motion was made and unanimously carried to the effect that the group "reaffirm" its vote of the two previous annual sessions favoring the weight basis of measurement; and that the board of directors were instructed to support the plan of public hearings called by the Commission to consider the entire problem.

One of the prominent household goods carriers in attendance, and known to be in close touch with Bureau of Motor Carriers officials, later expressed the opinion privately that "it was possible" that such hearings might be called by the Commission in many parts of the United States on the same day; and that he was expecting a set-up of a uniform national weight-basis plan of rates "before Christmas."

G. B. Holman, secretary and tariff agent of the Household Goods Carriers' Bureau, stated in his annual report that the Bureau had enrolled over 1,800 members; and in their mileage guide had listed 2,800 carriers. During the year

they had issued their new tariff 1B, other local tariffs, and their mileage guide. Their chief function as a group was to keep their tariffs up-to-date, and provide special membership service. The cost of the bureau service to members had been about \$1.25 per carrier per month, but because of increasing services and responsibilities, this would probably soon be about \$2.00 per member per month. Many hearings had been attended; attention had been given to insurance problems, the problems of dock charges, duality of rates with connecting lines, local rates for packing and for distances up to 100 miles, COD collections, measurement regulations.

Wheaton Reports on Finances

Treasurer E. S. Wheaton reported that the directors had set up a budget of \$40,000 for the year, based on a like budget income. The income had fallen off, but the expenditures had likewise been reduced, to provide net cash gain for the year of \$544. About 20 per cent of the income for the year was from the sale of tariffs, mileage guides and standard forms. The total year's expense had been \$32,896, and there were no accounts payable, and a surplus of \$1681.

There were further reports from J. C. Church, the Bureau tariff consultant in Washington. Also, by Jim Rowan, business manager with the bureau for a few months. Insurance and other problems of the household goods carriers were discussed by Edward S. Brashiers, bureau attorney.

As the result of the annual election of officers, the following 14 members of the board of directors were chosen: Charles J. Armitage, The Peoples Cartage and Storage Co., Cleveland, Ohio; Wilson H. Collin, Allied Van Lines, Inc., Chicago; George J. Cook, George J. Cook Co., Inc., Buffalo; James F. Duncan, North American Van Lines, Inc., Cleveland, Ohio; J. Wallace Fager, Miller North Broad Storage Co., Philadelphia, Pa.; Merle Fullerton, Fullerton Transfer & Storage Co., Youngstown, O.; Harold H. Hardy, Michigan Movers Assn., Lansing, Mich.; George W. Healey, Greyvan Lines, Inc., Chicago; Griswold B. Holman, George B. Holman & Co., Inc., Rutherford, N. J.; E. Henry Lamkin, Mayflower Warehousemen's Assn., Indianapolis, Ind.; Oscar M. Thomas, A-B-C Transfer

& Storage Co., Kansas City, Mo.; Ernest S. Wheaton, Aero Mayflower Transit Co., Indianapolis, Ind.; George O. Watson, Greyvan Lines, Inc., Chicago; John L. Wilkinson, Carolina Transfer & Storage Co., Charlotte, N. C.

Within this group, Merle Fullerton was later chosen president; Harold H. Harty, vice-president; George W. Healy, treasurer; George A. Watson, assistant treasurer, and E. Henry Lamkin, secretary.

The feature address of the general ATA convention was that of Commissioner Joseph B. Eastmen. He frankly discussed the purposes and faults and accomplishments of the Commission in the regulation of motor carriers. "Our worst fault, as I see it," said he, "has been our frequent inability to act as promptly as the best interests of all concerned require. There are many motor carriers who have suffered and are suffering from our delays. The reason for these delays lies chiefly in the fact that in the beginning of a job of regulation so huge as this one, is that a great overload of work is thrust upon a new and unseasoned organization."

He thinks there are three ways in which this condition may be improved. First, he would have "a staff adequate for the job and such as we have sought." Second, improve their methods and procedures, "so far as the present law will permit." He thinks there should be quick decisions on the spot in minor or small matters. In the third place, he thinks the Motor Carrier Act can be improved, after 2 yrs. of experience, and the Commission expects, in this regard, to make a special report soon to Congress.

In the address by Alexander M. Mahood, president of the National Association of Railroad and Utilities Commissioners, he considered especially the "important questions of conflict of jurisdiction" which had grown up during the past 2 yrs. in the enforcement of the Motor Carrier Act. These included registration, safety, and rates. He thinks that "most motor carrier operations are local in character even though they may cross state lines." One of the effective remedies had been the creation by Congress and the work of the joint boards. He thinks there should be conferences to define the division of authority as between state and Federal regulations; and, if necessary an amendment to the Federal constitution to further fix these distinctions. He got a good cheer when he said "the needs and the users of your service demands a free, uninterrupted flow of commerce from one state to another under reciprocal

arrangements or legislation. The confusion that now exists by reason of this lack of reciprocity must be ended."

He said his organization had a committee at work toward this end. He was cheered again when he gave this tribute to the I.C.C. "Never in the history of regulation in this country have the states received as sincere and whole-hearted cooperation from any agency of the federal government as they have and are now receiving from the Interstate Commerce Commission in the administration of the Federal Motor Carrier Act."

The great importance of the motor industry was emphasized by Robert F. Black, director of the Automobile Manufacturers Assn. and president of the White Motor Co.

"More than 3,000,000 men are required to drive the trucks—ten times as many as are required for all the operating crews of all the nation's railways. More than a million are engaged in sales and servicing. In all, upwards of 6,000,000 men earn their livelihood, support their families and educate their children on the income received from motor transportation." He stressed the importance of the truck taxing problem, and the nuisance and waste from conflict in state regulations of motor trucks.

President Ted V. Rodgers of the A.T.A. presented his fourth annual report. He summarized as follows what he considered some of the most important problems of the Association during the past year:

"The problem of adequate rates has been outstanding in all groups where motor carriers have come together. Rising costs of doing business, new legislation and special taxes and demands of employee organizations have placed added burdens on our industry. Many carriers have been forced to go out of business; some have sold out; others have merged with stronger units. These external factors tending to increase costs have been augmented by the internal tendency of a few operators to undermine the existing rate structure by resorting to chiseling."

He concluded his report with a reminder that "A.T.A. represents all branches of the trucking industry. That is fundamental. It should continue to represent all branches of the industry. Common carriers, contract carriers, private carriers, cartage operators, and all the classes of special commodity carriers have a place in your national organization. Each has a voice in our councils. Each, to be sure, has special problems, but we all meet on common ground in the consideration of the broader aspects of motor transportation. To set one group against another will sound the death knell of the industry. It is A.T.A.'s function to maintain harmony within the ranks of this vast and varied agency of transportation and to promote its welfare for the good of the industry and in the interest of the public."

The cooperative purpose of A.T.A. was emphasized by several important changes in the set-up of the so-called "natural divisions" of the organization. Two of these divisions were dropped and four new ones were added. The two dropped were Interstate Carriers and Intrastate Carriers. Three of the four added were Common Car-

riers and Contract Carriers, rather closely related and not yet clearly defined under the Motor Carrier Act or its interpretations. However, there has been a growing cleavage in the interests of the two groups, hence the change. The two other groups added were Film Carriers and Petroleum Car-

riers. These groups are independently managed by their members, yet the elected managers of them automatically become vice-presidents of the ATA.

Following are the newly elected A.T.A. officers:

President, Ted V. Rodgers, Scranton, Pa.; first vice-president, H. D. Horton, Charlotte, N. C.; second vice-president, Fred O. Nelson, Jr.; third vice-president, J. P. Spaenhower, Stockton, Calif.; fourth vice-president, Henry E. English, Lufkin, Texas; Chester A. Moore, Chicago, secretary; L. A. Raulerson, treasurer.

Additional vice-presidents are Everitt J. Barbour, Hartford, Conn.; W. H. Brerley, Ardmore, Pa.; E. Ward King, Kingsport, Tenn.; Walter Mullady, Chicago; John W. Black, Wichita, Kan.; Joseph E. Edell, LaCrosse, Wis.; W. P. Fuller, Salt Lake City, Utah; C. S. Reynolds, Tacoma, Wash.

Vice-presidents representing distinctive industries are: Household Goods Carriers, Merle Fullerton, Youngstown, Ohio; Common Carriers, James B. Godfrey, Jr., Detroit, Mich.; Contract Carriers, Sam Ziffrin, Indianapolis, Ind.; Oil Field Equipment Haulers, B. H. Megginson, Tulsa, Okla.; Cartage, H. E. Sheridan, New York, N. Y.; Petroleum Transporters, Charles Yokum, Detroit, Mich.; Auto Transporters, W. F. Carey, Detroit, Mich.; Private Carriers, John H. Winchester, Newark, N. J. Film Carriers, James P. Clark, Philadelphia, Pa.

POSITION WANTED

Position wanted by man 45 yrs. of age with 20 yrs. experience with one company as vice-president and general manager of large Middle West merchandise warehouse. Also 4½ yrs. experience, merchandise, household goods, local and long distance moving. Am a producer and can furnish best of references as to character, honesty and trustworthiness. Capable of handling executive, managerial or selling position.

Box Y-963,

D. & W., 249 W. 39th St., New York City

Maritime Com. Ruling a Victory for Truckmen

THE United States Maritime Commission's action in suspending proposed shipping rules on eastbound movements of foodstuffs which was protested by motor carriers and shippers as being "prejudicial" to truck transportation, is recorded as a victory for truckers. The Commission ordered the rates suspended for a four-month period, ending Feb. 18, 1938, during which time it is proposed to conduct an investigation and hold hearings to determine the lawfulness of the schedules.

The proposed schedules, filed by the Intercoastal Steamship Freight Assn., were declared to be prejudicial to truckmen in that they would require payment of segregation charges on mixed carload shipments of foodstuffs delivered from shipside to trucks, but would make no such charge on similar shipments delivered to rail carriers.

Those protesting the proposed regulations were the D. D. Jones Transfer and Warehouse Co., Norfolk, Va.; L. H. Bottoms Truck Line, High Point, N. C.; and the Great Atlantic and Pacific Tea Co., which transports much of its stock by motor carriers.

Under the schedule filed by the applicant, eastbound shipments of canned goods, dried fruit and other foodstuffs, would be assessed a segregation or separation charge if the carload lot contained more than one commodity, size, grade, brand or label.

This charge would range between one cent and five cents per 100 pounds, depending on the number of commodities, sizes, grades, brands or labels the shipment contained.

Michigan Driver—Hour Act Passed—12 Hour Limit

Truck operators in Michigan are subject to the following rules under an act made effective Oct. 29:

1—It shall be unlawful to require or permit any person to drive a motor truck or tractor after such person has been on duty for a longer period than 12 consecutive hrs. or after he has been on duty for 12 hrs. or less in the aggregate at separate intervals in any 14 hrs. consecutively. He cannot again go on duty without having had at least 10 consecutive hrs. off duty. Act does not apply to local cartage.

2—A log, as prescribed by the M.P.U.C., must be carried by each driver—1 copy to be retained in the book and one copy kept in the terminal office.

Bremerton, Wash. Terminal

A new terminal has been opened at Bremerton, Wash., by the Bremerton's Own Transportation Co., established in 1921. The new terminal combines the Puget Sound

Express, Inc., serving between Bremerton and the metropolis of Seattle, and the Merchants' Parcel Delivery, for local and long distance hauling.

Large storage space is available for merchandise and furniture. The company acts as agents for the International Forwarding Co. and the Bekins Van Lines of Seattle, extending service down the Pacific Coast to California communities.

Ind. Signal Law in Effect Jan. 1

Effective Jan. 1, trucks in Indiana whose bodies are too wide or high to permit hand signalling, will have to be equipped with a mechanical signalling device approved by the state safety committee.

Mass. Signal Regulation Outlawed by Court

The Massachusetts regulation requiring trucks to carry directional signalling devices has been outlawed in a decision by the state Supreme court. State statutes, the court explained, limit the Public Works Department's power to "rules and regulations to govern and restrict the movement of vehicles on all state highways. The rule-making power does not extend to the vehicles themselves."

"It is limited to the 'movement' of vehicles on state highways and 'enforcement of the provisions requiring a stop, before entering a through way.' It does not extend to the movement of vehicles in any other way."

The rule was adopted by the Public Works Department in August, 1936. It required the installation of directional signals on all trucks on which the distance from the center of the steering column to the left side of the body exceeded 2 ft.; and also on trucks on which the body extended more than 24 ft. to the rear of the steering column.

POSITION WANTED

Estimator. Age 35. Fourteen yrs. experience in Household furniture storage and local and long distance moving business. Desires to make change. Capable of managing complete operation of office and warehouse. Familiar with all phases of lift-van shipping. At present and for past 6 yrs. connected with a large and very active concern. References furnished.

Box W-761.

Distribution and Warehousing,
249 W. 39th St., New York City

Wisconsin Fails to Enact Reciprocity Pact

No action was taken at the special session called for the Wisconsin legislature to bring about reciprocity between Wisconsin and its sister states. A department of commerce bill was passed which may have effect on the reciprocity situation hereafter, observers stated, but no direct action was taken which would avert the Wisconsin-Illinois tag war which threatens to cost truckmen some \$1,320,000 in fees.

Groundwork is being laid by the Wisconsin Highway Carriers' Conference to secure decisive action at the next session of the legislature.

Time Cards Required of N. Y. & N. J. Drivers

Drivers, operating in New York State beyond 40 miles from the limit of the city, village or town in which they go on duty, must carry time cards as approved by state officials. Trucks entering New Jersey from New York or other states, as well as those operated exclusively within New Jersey must carry time cards, regardless of distances traveled.

These cards are required in connection with the enforcement of state laws, providing for drivers in New York a maximum of 10 continuous hours, or 10 hrs. in any consecutive 14 hrs. with an 8-hr. rest period and in New Jersey 12 continuous hours, or 12 hrs. in any consecutive 16 hrs. with a rest period of 8 hrs.

New Jersey is active in the enforcement of this law and a fine is mandatory, if the driver has no card. The penalty is a fine of \$25 and \$2.50 costs.

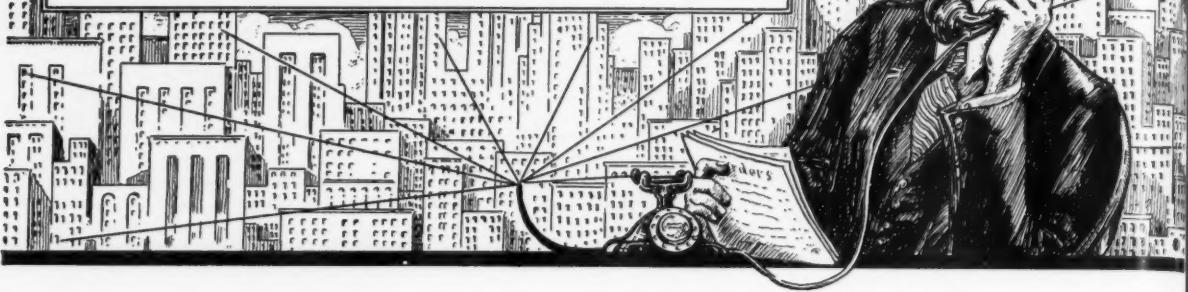
Lincoln Tunnel in New York To Open Dec. 22

Conditions under which trucks may move through the south tube of the new Lincoln Tunnel which will be opened for two-way traffic at 4 a.m., Dec. 22, require all trucks to maintain a speed of 20 m.p.h. on the exit grades. Trucks whose gross combined vehicle and load weight exceeds five tons are excluded. These restrictions will be removed when the second tube is finished, which will be late in 1940 or early in 1941.

Trucks of excessive length will not be allowed nor will those with Diesel engines. There will be the usual restrictions against hazardous cargoes.

The Lincoln tunnel has a greater width and clearance than the Holland tube, the width being 1½ ft. wider and the vertical clearance 6 in., including an allowance for jacking up all disabled vehicles.

Shippers' Supplies and Equipment



WHERE TO BUY

BLOTTERS (Advertising)

Reply-O Products Corp., 234 W. 39th St., New York City.

Helping DISTRIBUTION Keep Step with Production!



• Many business men believe that merchandise, because it is on shelves or in warehouses of jobbers, distributors, or dealers is SOLD! But—the modern business man knows that until the ultimate consumer buys, his merchandise regardless of distribution, is NOT SOLD!

• The REPLY-O-BLOTTER is an ideal "Prospect-Selector," designed to produce replies. Used as a sales help, it will hammer home your story day after day, week after week—and when the psychological moment arrives, the cleverly BUILT-IN REPLY CARD, requiring no signature and no postage, will be returned as an inquiry or an order.

• Decide now to make a test. Put a few thousand REPLY-O-BLOTTERS on the desks of a few thousand prospects and then watch distribution keep step with production!

For Free Samples Write Direct to

THE REPLY-O PRODUCTS CORP.
BUY THEM FROM YOUR PRINTER
234 WEST 39th STREET
NEW YORK, N.Y.

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Bassick Co., 38 Austin St., Bridgeport, Conn.

Fairbanks Co., 398 Lafayette St., New York, N.Y.

(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.

(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)



Bassick

TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY
Bridgeport Connecticut

CLEANERS (Rugs & Upholstery)

Research, Inc., 4396 Broadway, New York City.

(See advertisement elsewhere in this issue.)

CORDAGE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)

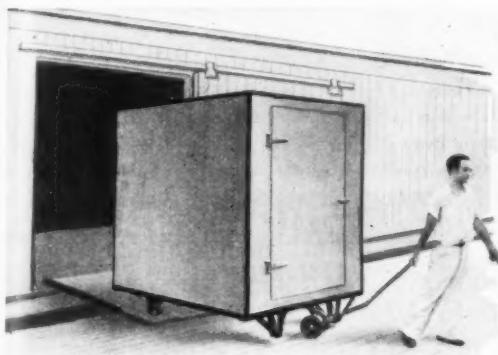
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

Mirracel Portable Refrigerator
For Perishables

A PROBLEM of both shipper and carrier has been the movement of small consignments of perishables. Refrigerator service is demanded by the shipper, and the carrier must provide refrigerator car or trailer regardless of tonnage involved.

The refrigerator herewith illustrated provides a complete service, quickly available, without the excessive costs of refrigerator car or trailer. It is a light-weight container of superior strength and durability which can be moved easily and will meet successfully all the rigid requirements of modern high-speed transportation. Leading railroads and trucking companies are rapidly adopting and making it standard equipment. It represents a forward step in cutting transportation



costs on shipments of less-than-car lots of perishable products. It is adapted for transportation in either railroad box cars for long or short-haul moves, or for shipment by highway trailers, or for a combination of rail, water and truck service. It eliminates all extra handling, the refrigerator being loaded by the shipper and unloaded by the consignee. Its light construction makes it possible for 2 men to move it under capacity load with speed and efficiency, its icer unit insures an even, effective temperature throughout the entire transportation period. Made by All Steel Welded Truck Corp., Rockford, Ill. *D and W*.

Lang Power Elevator
Tailgate

TO prevent accidents to men while loading or unloading trucks, to speed up these operations and reduce damage to merchandise are the purposes of a power elevator tailgate, introduced to truck owners and warehousemen under the trade name "La-Tro." It is built into the frame of the truck when the new body is constructed, or can easily be installed in an old chassis, a unit entirely separate from the truck motor, chassis or body of the truck. Power for raising or lowering the tail gate is taken from the truck motor.

By moving the control lever it raises or lowers the tailgate to any desired position from the top of the street or platform level, the lever being located at any convenient point on the truck body. When lowered a mechanical lock holds the tailgate flush with the floor of the truck and prevents sagging. It can be stopped or started at any point. The speed is regulated by increasing or decreasing the speed of the truck motor. Manufactured by Lang Industries, Inc., 90 West St., New York. *D and W*.



THE J. E. FRICKE CO.
40 North Front St., Philadelphia, Pa.

Mills: Hulmeville, Pa.

The Cleaning  Moth Proofer**Here's Real Moth Protection**

Des-Tex, for fabrics, is a moth destroyer, dry rot extirpator and deodorizer. It should and will be used by all Household Goods Warehousemen to replace their present methods of cleaning and de-mothing upholstery, draperies, rugs, because it accomplishes in one operation what requires two different operations with other methods.

**PREVENTS DRY ROT and FUNGUS ATTACK also
GERM LIFE DEODORIZES CLEANS**

A safe formula that successfully combats dangerous textile erosions. Kills moth larvae and prevents future attack.

RESEARCH INCORPORATED 4396 BROADWAY
N. Y. CITY

COVERS (Piano)

CANVAS SPECIALTY CO., INC.; 90 GRAND ST., NEW YORK, N. Y.
(See advertisement elsewhere in this issue.)

FULTON BAG & COTTON MILLS; BOX 1726, ATLANTA, GA.
(See advertisement elsewhere in this issue)

**NEW HAVEN QUILT & PAD CO.; 80-86 FRANKLIN ST., NEW HAVEN,
CONN.**
(See advertisement elsewhere in this issue.)

SELF-LIFTING PIANO TRUCK CO.; FINDLAY, OHIO.
(See advertisement elsewhere in this issue.)

**COVERS (Truck)
(Tarpaulins)**

FULTON BAG & COTTON MILLS; BOX 1726, ATLANTA, GA.
(See advertisement elsewhere in this issue.)



IRON HORSE

FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings
Grand Covers Titeape

CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.



Fulco gilt-edge

FURNITURE PADS and TARPAULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

Write today for 1937 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills
Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

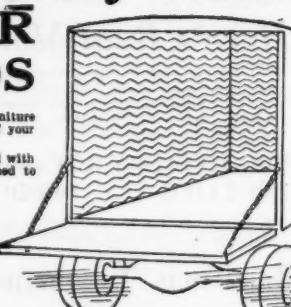
Safe Delivery With PIONEER VAN PADS

Equip your vans with PIONEER furniture pads and assure safe, sure delivery of your loads free from damage.

Made of new cotton and jute. Covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing.

PIONEER pads are made in various sizes, suitable for all vans and pieces of furniture. Write for complete price list.

**LOUISVILLE BEDDING
COMPANY, INC.**
Preston and Market Sts.
LOUISVILLE . . . KENTUCKY



DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

FURNITURE TIE
J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)

INSECTICIDES
Research, Inc., 4396 Broadway, New York City.
(See advertisement elsewhere in this issue.)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

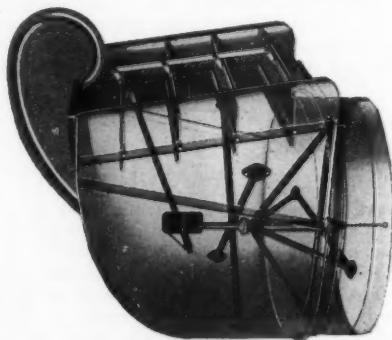
NAPHTHALENE FLAKES
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)
Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

PADS (Kersey)
Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

New Swartwout Rotary Roof Ventilator

A NEW rotary roof ventilator for industrial and commercial building application has just been announced. In basic principle it is the same as the original Swartwout rotary, but in detail construction offers many improved features of recent development. Principal among these is the new stainless steel, fully enclosed, dust-tight oilless ball bearings on which the head turns with the wind. Interior construction is of streamlined steel tubing welded into a one-piece head frame of great strength and minimum friction resistance.



The body is designed along modern lines, resulting in a low pleasing appearance with a slightly increased area in the discharge opening. Greater capacity per size is secured, in addition to extra strong and substantial construction.

The new rotary is made in sizes from 12-in. to 72-in. throat diameter, and is especially adaptable to general industrial and commercial building ventilation, as well as for removal of smoke fumes, excessive heat, moisture and similar substances. Made by The Swartwout Co., 18625 Euclid Avenue, Cleveland, Ohio. *DandW*.

**DREADNAUGHT CROSS-STITCHED UNI-WELT
FURNITURE PADS**



72x80 cut size at \$25.00 Dz.
72x72 cut size at \$24.00 Dz.
54x72 cut size at \$19.75 Dz.
36x72 cut size at \$13.50 Dz.

Radio & Refrigerator Covers

**Piano
Covers**

**Kersey
Pads**



NEW HAVEN QUILT & PAD CO.
80-86 Franklin St., New Haven, Conn.
AMERICA'S LARGEST PAD MANUFACTURER SINCE 1911

**New Firestone Trailer
Tire**

THE Firestone Tire & Rubber Co. has put on the market a new tire specially designed for use on commercial trailers and semi-trailers. This is the first tire offered to trailer operators specifically engineered and constructed for this type of service.

The new tire prevents side skid and reduces operating costs by giving much greater mileage. The destructive factors of road crown, sag of axles under heavy load, bearing wear and uneven inflations prevalent in ordinary tires are also eliminated.

The deep-grooved, thick tough tread is contoured with a double radius, being practically flat in the center and flaring away on the outside ribs. This feature gives a minimum amount of movement in the center and eliminates the wiping of shoulders caused by the lateral movement of the tread when flexing under the load. The circumferential elements of the tread are buttressed amply in the grooves and on the shoulders to give stability.

The internal construction of the tire gives greatest blow-out protection since every fiber of every cord in every ply is saturated and coated with pure liquid rubber by the Firestone patented gum-dipping process thereby counteracting internal friction and heat which cause blowouts.

The new trailer tire is silent rolling due to the circumferential lines of the tread which do not fight the road since there is equal displacement of the road elements as it contacts and leaves the road. Made by Firestone Tire & Rubber Co. *D and W*.

**Sure!
MOTH PROTECTION**

No matter what your storage problem may be—you can be *sure* of moth protection when you use

**WHITE TAR NAPHTHALENE
BALLS or FLAKES**

Write for Prices Today

**THE WHITE TAR COMPANY
OF NEW JERSEY, INC.**

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PIANO DERRICKS AND TRUCKS

*Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)*

*Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue)*

PLATFORMS (Lift Truck)

*Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)*

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TRAILERS (Motor Truck)

*Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)*

*General Motors Corp., Pontiac, Mich.
(See advertisement elsewhere in this issue)*

On the Job Long After Ordinary Hand Trucks Are Scrapped

Fairbanks Hand Trucks possess great strength and durability. Note that we put steel straps on both the front and back of the well-seasoned wooden frame—and bolt the pressed steel cross bars *flush* into the top of frame to eliminate customary mortises which weaken the construction.

Fairbanks Hand Trucks

See how the nose iron fits over the handle straps. When worn it can be replaced by removing six screws, instead of having to tear down the whole truck.

The formed steel legs and braces give increased strength and stiffness. The tapered frame gives better balance. Semi-steel wheels are accurately bored for roller bearings and can be furnished with rubber tires.

Write for Catalog 955, showing hand trucks for practically every requirement.

THE FAIRBANKS CO.

398 Lafayette St., New York, N. Y.

Boston, Pittsburgh

Distributors in Principal Cities

Factories:

Rome, Ga.; Binghamton, N. Y.



HAMILTON STEEL TRUCKS



Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.
Dept. D. HAMILTON, OHIO

Save Money • GET MORE PRODUCTIVE
MAN HOURS—MAKE HANDLING EASIER WITH

Colson LIFT JACK SYSTEM

• Detailed literature sent on request explains how. Write

THE COLSON CORPORATION
3701 CEDAR STREET, ELYRIA, OHIO

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y. (Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa. (Platform, Stevedore, Barrell & Special).
(See advertisement elsewhere in this issue.)

Self-Lifting Plano Truck Co.; Findlay, Ohio. (Special plans).
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform).
(See advertisement elsewhere in this issue.)

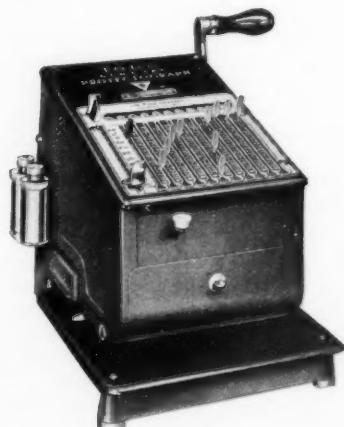
TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

Protectograph Simplifies Invoicing, Etc.

DESIGNED for check protection in the currency denominations of foreign countries, this machine also does the work of recording full information on bills of lading, warehouse receipts, invoices—every conceivable kind of business form requiring protection.

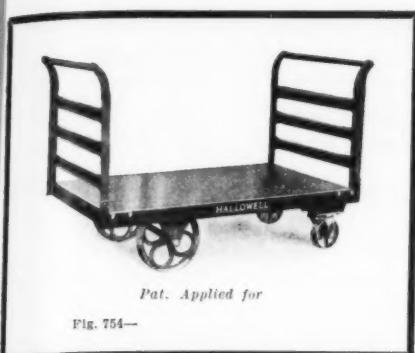
Wherever checks in foreign currency is a daily task, this Model 32 will meet a real need. All that is necessary is to set the indicator at the currency wished and pull down other levers for the amount wanted. A touch of the currency set-up slider instantly adjusts the machine to write the next check in the desired currency—either decimal amounts or pounds, shillings, pence—correctly and in full.



The machine also writes the date and serial number as well on letters of credit, drafts and other negotiable papers. Until the dial is "cleared," the machine remains set to repeat the same amount on duplicate checks, seconds of exchange, or confirming letters of advice, etc.

Any selection of twelve dial symbols is available, six to represent foreign currencies and six more showing bushels, gallons, tons, shares, bags, liters and meters. Or there may be nine of currencies and three of measurements. Any combination may be secured.

The company name or that of its bank shredded and im-



NON-
TILTING
STYLES

You can cut down on your Floor Truck Maintenance Costs

"HALLOWELL" STEEL FLOOR TRUCKS

will take the punishment that soon
sends many trucks to the repair shop

It's their sturdy steel plate tops and their heavy welded construction that gives these trucks that extra life. They'll stand up where others soon become wobbly or splintery.

Furthermore—because they stay rigid and because of their wheel construction they are always easy to handle, with less danger of spills.

Choose "Hallowell" Trucks.

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENNA.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO



Fig. 759
2-Pipe Stakes



Fig. 757
2-Bar Handle



Fig. 765
2-Wooden Stakes

•
Send for
our
Latest
Catalog
•

•
TILTING
STYLES

printed in red, indelible, penetrating ink, becomes the special prefix to every amount written and serves as a counter-signature. This is added protection against forgery of signature. Prefixes are easily interchangeable. For fuller particulars, write the **Todd Company, Inc.**, Rochester, N. Y. *D and W*.

Washington Raises Truck-Boat Rates

NEW and higher truck-boat combination schedules became effective Sept. 13th for Puget Sound, that important ferry and freight center of the state of Washington with its heavy movement of diversified commodities. And the new tariffs raising rates are declared "prohibitive" in some of the vigorous protests being sounded.

The department of public service fixed new rates on truck and boat combination of freight movements whereby the Puget Sound distribution of merchandise may be seriously affected.

Such rates, the order of the state department has pointed out, have been based on existing truck rates, and do not give advantage to water shipments—whose volume may decline under the higher tariff. The increases vitally affect Class 4 freight, covering practically all general freight lines.

Higher scales made mandatory by the new schedule range from 20 cents a ton on some classes of freight on Puget Sound to as high as \$2.60 a ton on other classifications. These increases, protestors point out, will practically eliminate an overnight boat and truck combination service that has been in vogue in Puget Sound ferry circles—especially that which has linked together the Puget Sound country with Grays Harbor cities.

Such an upturn, it is claimed, threatens to favor Portland truck lines in any event, inasmuch as the latter will be able to provide cheaper rates into Aberdeen and Hoquiam—principal cities of Grays Harbor.



• Here's an earful about getting your work done faster—Take an ordinary truck or dolly—No, give that one to us, and you take one with Service Casters . . . O. K. Let's go! Load for load you'll carry a few more pieces . . . trip for trip you'll get there a little sooner . . . year by year you'll beat other trucks by a little wider margin. How is the trick done? It's no trick at all—just a special skill in placing real high grade bearings within true shaped castings—as done by designers and men who've been making heavy duty casters for years, and making the "Service" name stand for real service. Write for the new catalog just out.

Service CASTER & TRUCK COMPANY
517 N. Brownswood Ave., Albion, Mich.
Eastern Office:
432 Somerville Ave., Somerville, Mass.

CARRY-ALL

The only refrigerator truck built that rolls on steps.

For your convenience all trucks are padded.

Four Models. Price range \$16.00 to \$32.00. F.O.B. Dayton.

Send for Circular

O.A. GIMMISON & SON, MFGR.
8 Dayton Ave. Dayton, Ohio



TRUCKS

Refrigerator—Platform and Trailer

Deliver your Refrigerators on Rubber

Type x—\$21.00
Type y—22.50

Ask for Catalogue

International Engineering Inc.
Dayton, Ohio 15 Park Row, N. Y.



Improved ORANGEVILLE Trucks for handling Electric Refrigerators

Handle your refrigerators, ranges, radios, kitchen cabinets with ORANGEVILLE fully rubber upholstered trucks. The only truck with patented quick change ratchet nose.

Newly rubber upholstered throughout. Made in convenient sizes. Write for details and prices.

It's Just a Matter of Noses

ORANGEVILLE MFG. CO.

Orangeville (Columbia County), Penna.



Fig. 200-BRR
Refrigerator Truck

Handle All Refrigerators

easily and safely without damaging cabinets, floors, walls and woodwork. An X-75 truck avoids injuries to women. All-steel reinforced, welded construction. Rubber-tired wheels. Ball-bearing swivel casters on one end eliminate lifting when guiding or making sharp turns. Per set \$39.50.

102 Balance Refrigerator Truck

Retractable wheels allow lifting and carrying of all refrigerators, stoves and boxes, in perfect balance. Strap provides hand-hold for stair work. Wheels in handles make ramps unnecessary. Only felt pads touch cabinet, \$23.00. Pneumatic tires extra.

Buckeye Sill Piano Truck

Balances and turns without lifting. Handles uprights, grands and baby grands.

Write for free circulars.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

TRUCKS (Refrigerator)

O. A. Gimmison & Son, 8 Dayton Ave., Dayton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Orangeville Mfg. Co.; Orangeville, Col. Co., Pa.

Self-Lifting Piano Truck Co.; Findlay, Ohio.

WHEELS (Industrial Truck)

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Wintergarde Anti-Freeze Fire Extinguisher

THE Wintergarde fire extinguisher discharges a stream of anti-freeze fire fighting solution without pumping by means of pressure from a carbon dioxide gas cartridge. It is adapted for fires in combustibles such as wood, papers, textiles and rubbish, but like any water or wet chemical type extinguisher should not be used on live electrical or flammable liquid fires. It may be used for protection of unheated warehouses, docks, bridges and other locations subject to freezing temperatures.

The extinguisher is made of finest quality cold rolled copper, and tested to withstand a pressure of 350 lbs. The ring cap and cartridge assembly is of special built-in design, fully enclosed to exclude moisture. The lead-coated steel cartridge is firmly threaded onto the ring cap which has a plunger for puncturing the cartridge sealing disc. A screened metering device in the cartridge and a hemispherical screen at the discharge elbow safeguard against clogging. A safety valve



protected by a conical screen in the ring cap is an important safety feature in relieving excessive pressure due to overfilling with solution. It is operated by turning upside down and striking the plunger in the ring cap on the floor. Cartridges are non-deteriorating, sealed against leakage and good until used. Used cartridges may be recharged. Solution is made anti-freezing to 40 deg. below zero by dissolving freeze-proof crystals in water. Periodic recharging is not required but annual weighing of the cartridge and inspection of the extinguisher is recommended. After use it should be cleaned and refilled with solution and a new cartridge inserted.

The company also makes the Hydrogarde extinguisher which is similar to the Wintergarde, but uses plain water and is adapted for heated warehouses. Made by Pyrene Manufacturing Co., 560 Belmont Ave., Newark, N. J. DandW.

BIRMINGHAM, ALA.

1880 — 1937

Over 55 Years of Service

HARRIS
Transfer & Warehouse Co.
8 South 13th St., Birmingham
— FIREPROOF WAREHOUSES —
Merchandise and Household Goods
• STORAGE • DISTRIBUTION
• CARTAGE • FORWARDING
Pool Cars Handled

BIRMINGHAM, ALA.

STRICKLAND
Transfer & Warehouse Co.
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s.

BIRMINGHAM, ALA.

WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit
Company
Member of Allied Distribution, Inc.

MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.

Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., So.W.A.

TUCSON ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS, President
MONT S. ECHOLS, Vice-President
J. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.

Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.



LITTLE ROCK, ARK.

Commercial Warehouse Co.



801-7 East Markham Street
A Complete Branch House Service
Fireproof Sprinklered • Low Insurance
Private Railroad Siding • Quick Service



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for Household
Goods



TERMINAL WAREHOUSE CO.
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.
Agent for Allied Van Lines, Inc.

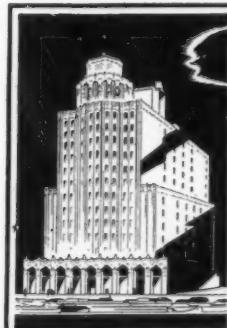
LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. • P.O. BOX 237

LOS ANGELES, CAL.



The newest and most
modern storage building
in the West.

Our central location and unex-
celled facilities make us the
logical warehouse for distribut-
ing Household Goods for

Los Angeles, Hollywood, Beverly
Hills, West Los Angeles, and West-
wood Hills.

"Our policies are reciprocity and
prompt remittances."

"The Most Beautiful Depository
in the World"

American Storage Co.
3634 Beverly Boulevard

LOS ANGELES, CAL.

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA



1335 S. Figueroa St.
HERB HOLT, Mgr.

LOS ANGELES, CAL.

Efficient Warehousing and Distribution
California Warehouse Co.
1248 Wholesale St. Los Angeles



Merchandise exclusively—Specialist in food distribution—Sprinklered concrete building—Central location—Spur track—Low insurance—Cartage service.

Represented by

American Chain of Warehouses
250 Park Ave., 53 W. Jackson Blvd.,
New York City Chicago, Ill.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY
GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

FIDELITY
Fireproof Warehouse in the Heart of the
Residence District. Distribution Consol-
dated Cars of Household Goods Solicited.
We Represent
VAN and STORAGE
PAINFUL SERVICE SINCE 1895

1836 Arapahoe St.—Near Washington Blvd.
Beverly Hills—Westwood—Wilshire District—Hollywood

LOS ANGELES, CAL.

Completely Equipped
Merchandise
LOS ANGELES WAREHOUSE CO.
316 Commercial Street
Household Goods

LOS ANGELES, CAL.

1930 S. Vermont Avenue, Los Angeles
LYON
VAN AND STORAGE CO.
SERVES CALIFORNIA

Let Lyon Guard your Goods
member NFWA-CVSA

San Francisco
Oakland
Fresno
Santa Barbara
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

POSITION WANTED

Experienced warehouseman. 32 yrs. old, married. Fourteen yrs. in the business, handling management, soliciting, handling sales correspondents, direct mail advertising, interviewing prospects, and quoting rates. As office manager, had to practically build a new organization, revamp systems and assist in improving the physical operation in the warehouse proper.

Address Box Z-164, care of
Distribution and Warehousing

249 West 39th Street

New York City

**Central of N. J. to Connect with
Bayonne Terminal**

The Interstate Commerce Commission has authorized the Central Railroad of New Jersey to construct a connecting line with the Bayonne, N. J., port terminal in upper New York Bay.

The authorization permits construction of 1.87 miles of track from the carriers main line to the bulkhead of the terminal which is now being constructed with \$1,700,000 of municipal funds and \$2,400,000 of Public Works Administration funds.

The proposed line is designed to handle all rail traffic to and from the port terminal. Construction would begin as soon as the right-of-way is ready for laying the tracks, and will be completed in the spring of 1938. The cost of the construction is estimated at \$65,795.

The volume of prospective traffic on the proposed line, as estimated by the applicant, is 500,000 tons for the first year of operation, gradually increasing to 2,000,000 tons for the fifth year. Practically all this traffic will be general cargo handled in export, import, coastwise, and intercoastal movements, including such commodities as petroleum products, coal, lumber, logs, wood pulp, merchandise, etc. The rail carrier has made no estimates of the financial results of the operation of the proposed line, according to the I.C.C.

**Laundry Proves Productive Source
of New Business**

A. C. SMITH, vice-president and general manager, A. Smith's Transfer & Storage Co., Washington, D. C., finds that its business is increasing in rug, fur and garment storage, most of which comes from the laundry trade. The laundries, he states, are doing the dyeing and cleaning business of the country today. Their drivers or route men call twice a week, and they naturally get the business. There are very few small dealers. The laundries are equipped to do the cleaning but not the storage, and here is where the warehouse enters in.

Mr. Smith further states that his company stores for many laundries, and garment storage is quite an item in their business. This development leads him to believe that there is a future for renting space in warehouses to laundries for storing garments, especially in locations where great care must be taken in fumigating the building on account of weather and climatic conditions. Mr. Smith's company fumigates its building twice a year with cyanide gas.

Augustus F. Werner

Augustus F. Werner, 69, pioneer Camden, N. J., warehouseman, died at his home Oct. 28. Mr. Werner operated the Werner Storage Warehouse Co. and had been in the moving business here 50 yrs.

LOS ANGELES, CAL



Offices for Rent

Telephone and
Secretarial ServiceSub Basement for
Cool, Dry StorageMETROPOLITAN
WAREHOUSE CO.Merchandise Warehousing
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.
1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

LOS ANGELES, CAL

Overland Terminal Warehouse

1807 E. Olympic Blvd.
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage
U. S. Customs Bonded Warehouse No. 11
Cool Room AccommodationsFOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.
OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

LOS ANGELES, CAL

Pacific Commercial Warehouse, Inc.
923 East Third St. Los Angeles, CaliforniaSPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTSRepresented by NATIONAL WAREHOUSING SERVICE
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL

We Solicit Your Shipments and
Pool Car DistributionPRUDENTIAL
STORAGE AND MOVING CO.1610 SOUTH VERNON AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehouses' Association

LOS ANGELES, CAL

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.
COMPLETE FACILITIES
Storage Distribution Drayage
Represented by Distribution Service

240,000 Square Feet



58 Motor Trucks

New York

Chicago

San Francisco

LOS ANGELES, CAL

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete
and efficient Warehousing and Distribution Service in the West.
Insurance Rate as low as 11.8 cents per \$100 per year.
Daily motor truck service to all parts of the city and Los Angeles
Harbor.

LOS ANGELES, CAL

Make Westland Warehouses

Your Distribution Headquarters
in So. CaliforniaMember, A. W. A.
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
ServiceWestland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
Chicago, Ill.

OAKLAND, CAL

OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest
insurance rates and largest fleet
of motor equipment in the bay
area.Most complete and efficient
transbay service. Exclusive
contracts all railroad store door
services.STORAGE & POOL CAR DISTRIBUTION OF
FURNITURE AND MERCHANDISE

MEMBER AWA

SACRAMENTO, CAL

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.
1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.
Private Siding on S.P.R.R.—10-Car Capacity. Distribution
of Merchandise and Household Goods Pool Cars.

SAN DIEGO, CAL.

**SAN DIEGO
MUNICIPAL
WARE-
HOUSING
CORPORA-
TION, LTD.**

MODERN MERCHANDISE STORAGE
AND DISTRIBUTION

20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 935-Foot Dock Length and a Draft of 36 Feet. Customs, U. S. Warehouse Act, and State Bonded. Sampling, Sorting & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Wool, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipes. Motor Freight Terminal. Frank C. Seehorn, Manager.

1265 HARBOR ST.

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES
201 CALIFORNIA ST.
OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

CONSIGN TO
THE HASLETT WAREHOUSE CO.

280 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President

Member American Warehousemen's Assn.

Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



**Complete
Warehousing
Service**
for
General Merchandise
Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St.

Member: American Warehousemen's Association

Dutter 3461

SAN FRANCISCO, CAL.

STRINGER
SINCE 1880
STORAGE COMPANY
MOVING—STORAGE
2027 Sutter St., San Francisco

SANTA ROSA, CAL.

ALEXANDER'S

In Santa Rosa for
FIREPROOF STORAGE,
MOVING—PACKING
and SHIPPING
A St., at 2nd



SHIPPER'S SERVICE SECTION

SO. PASADENA, CAL.

EST. 1913

ONEONTA
TRANSFER AND STORAGE

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

VENTURA, CAL.

POOL CAR DISTRIBUTION

Established 1881

**VENTURA
TRANSFER
COMPANY**

Two Brick & Concrete Buildings for Storage
and Distribution of Household Goods. Motor
Truck Service.

Members of NFWA—YVA—CalF&SA

Send Inquiries to P. O. Box 728

DENVER, COL.

North Denver Transfer
and Storage Company

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Office: 2016 Blake Street, DENVER, COLORADO



Free Switching

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.
1700 Fifteenth Street
DENVER
Member of N. F. W. A.—A. C. W.—A. W. A.



PUEBLO, COLO.

180 Thousand Cu. Ft. Storage Space

ACORN
Storage & Transfer

Pick Ups, Deliveries, Docking, Crating and Reshipping
We Invite Inquiries Relative to Your Warehouse Problems

Office and Show Room Facilities

JAMES COWEN in Charge

PUEBLO, COLO.

**BURCH** WAREHOUSE AND
TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

BRIDGEPORT, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



GREENWICH, CONN.

DRINKWATER SONS, Inc.

Offices

NEW CANAAN, CONN.

122 RAILROAD AVE.

BEDFORD, N. Y.

2 WAREHOUSES

PORT CHESTER, N. Y.

STORAGE, MOVING

50 Years in Business

Member C.W.A.

HARTFORD, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



NEW HAVEN, CONN.

M. E. Kiley, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.
Modern Fireproof Merchandise Warehouse.

Private seven-car Siding, adjacent to Steamship and R. R. Terminals.
Pool and stop over cars distributed.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

Hartford Despatch Adds
20,000 Sq. Ft.

The Hartford Despatch and Warehouse Co., Hartford, Conn., is building a single-story structure that will add about 10,000 sq. ft. It is also remodeling two other buildings to give it 10,000 additional space. The new building is located along its railroad siding to save time in handling in and out tonnage.

The company is planning this coming Spring to erect additional buildings to take care of growing business.

Macdonald Boston General Agent
for Hartford Despatch

The Hartford Despatch and Warehouse Co., Inc., Hartford, Conn., has appointed Earl P. Macdonald as general agent at Boston. Mr. Macdonald was formerly assistant traffic manager of Stone's Express, Inc.

Mr. Macdonald attended Boston University with the class of 1924 and has been engaged in traffic work since that time. He became affiliated with Stone's in 1930 and later served 3 yrs. as Connecticut Agent with headquarters at New London, Conn., in charge of carloading operations over the New England Steamship Lines and Central Vermont Line. For the past 2 yrs. he has been located at Boston as assistant traffic manager.

The Boston office of Hartford Despatch & Warehouse Co., Inc., will continue to be located at 395 Congress St.

Washington Tax Assessment
Moved Ahead to Jan. 1.

A change in the personal property tax law of the State of Washington brings the date for taxing of personal property to Jan. 1 of each year instead of March 1 as heretofore.

For the convenience of shippers, this section is arranged geographically

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—*Daily truck delivery service* covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
Members: A.W.A., N.F.W.A., C.W.A., M.T.A.
of C. New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.
Household Goods, Storage, Packing,
Shipping, Receiving



WASHINGTON, D. C.

J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated

General Merchandise Storage & Distribution

Pool Car Distribution & Hhg. Moving—Specialties—
Refrigerators—Stoves—Washers—Motor Oils, Etc.
Private B&O. Siding, Langdon, D. C.

WASHINGTON, D. C.

Telephone ADams 5600

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

FIDELITY STORAGE

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON
AND VICINITYSecurity Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, N.F.W.A., A.V.L.
Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

**Modern
Fireproof
Building**

**LONG
DISTANCE
MOVING**
**PACKING
STORING
SHIPPING**

SMITH'S

Member—Mayflower Warehousemen's Association



TRANSFER & STORAGE CO., INC.

1313-15-17-19-21 Yon Street, N. W.

WASHINGTON, D. C.

**GENERAL MERCHANDISE
STORAGE**

Pool Car Distribution—

City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Sup't.

**THE TERMINAL STORAGE COMPANY
OF WASHINGTON**

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901

**UNITED ★ STATES
STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 106)

Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A-C-G-W.—J.W.A.

MIAMI, FLA.

C. A. Burnet, Pres.

Sid Cox, Secy.—Treas.

**C. A. BURNET WAREHOUSE
& TRANSFER CO., Inc.**

20-26 N.E. 11th St.

Largest Commercial Storage Warehouse
in Miami. Five Stories absolutely
Fireproof—Private Siding.

Centrally Located to Jobbing Trade—Building A.A.A. Construction



MIAMI, FLA.

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse

Private Siding Seaboard Air Line Ry.

Merchandise Storage and Pool Car Distribution
Low Insurance Rate

Occupancy at New High Level for Year;
Provisional Mark was 69.5% on Aug. 31

RELEASES covering June-July and July-August occupancy as reported by public merchandise warehouses have been made available by the Bureau of the Census of the Department of Commerce. They show 69.1% as the average occupancy (entire country) at the close of June; 68.8% on the last day of July; and provisionally 69.5% on the final day of August.

Aug. 31's provisional 69.5 is the highest percentage thus far reported in 1937 and represents an advance of 7.9% since last Dec. 31. Also it compares with 61.3% recorded at the close of August of 1936, or a jump of 8.2% across the year.

Except for a temporary decline reported for the close of this past July, the occupancy "curve" has been consistently upward since the end of 1936. The movements have brought these monthly marks for 1937:

January, 62.0%; February, 62.4%; March, 64.8%; April, 65.7%; May, 67.9%; June, 69.1%; July, 68.8%; August (provisional), 69.5%. The provisional 69.5% for Aug. 31 is the highest mark reported during the past three years. The February, March, April, May, June, July and August percentages all are higher than the ones reported for the corresponding months in 1936.

Among the individual cities, Chicago led on this past Aug. 31 with 89.6%, followed by Detroit with 89.1%, St. Louis with 77.0%, Kansas City with 76.5%, and the New York metropolitan district with 71.6%.

The accompanying "Occupancy Leaders Among the States" comparison shows that Idaho-Wyoming was provisionally the leader on this past Aug. 31, with 89.2%. At the close of the previous Aug., Arkansas-Oklahoma held first rank with 83.3%.

Advances this past Aug. 31 as compared with July 31 were indicated for Massachusetts; the New York metropolitan district as a whole; New York State outside that district; Pennsylvania, Ohio, Chicago, Detroit, Minnesota, Kansas; Virginia and West Virginia grouped; Georgia-Florida, Alabama-Mississippi, Arkansas-Oklahoma, Louisiana, Idaho-Wyoming; Arizona and New Mexico and Utah grouped; and Washington-Oregon. The major increase was 23.0% scored by Detroit.

The August provisional reports were sent in from 1,146 warehouses. This is the largest number of warehouses to have reported since December of 1933—suggesting a sustained interest in this statistical effort by the Government.

Tonnage

During this past August 463,719 tons arrived at 988 reporting warehouses. Of this total, 378,889 tons, or 81.7%, entered storage, the balance being delivered on arrival. During July, 983 warehouses

(Concluded on page 49)

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Members NFWA, SOWA

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (3-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.

FERRISS WAREHOUSE and
STORAGE CO.Merchandise and Household Goods Storage
Pool Car Distribution on private siding
L & N Ry.—Free switching from Frisco

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL
BONDED
WAREHOUSES
INCORPORATEDMERCHANDISE
Storage & Distribution
Fireproof Buildings
Waterfront Wharf, and
Private DocksU. S. CUSTOMS
Banded Storage
Government Storekeeper
retained permanently.
Normal temperatures for
Wines and Liquors.HOUSEHOLD
Moving & Storage Agents
Aero Mayflower Transit
Co.
National Long Distance
MoversMembers Mayflower Warehousemen's Assn.
American Chain of Warehouses

TAMPA, FLA.

LEE
TERMINAL
1139 Ellamae Ave.
TAMPAMerchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.

TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

Atlanta Service Warehouse

223 Spring Street, S. W.

Merchandise Warehousing
Pool Car DistributionCen. of Ga. Ry. Trackage
"Service" Is Our Middle Name
Members A.W.A.

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers

Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution

Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

Member: A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage
Pool Car Distribution of Merchandise and Household GoodsSpecializing on Long Distance Household Goods Moving
Operators of Our Own Equipment in 38 States

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY

BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track con-

nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO
HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY
Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St. P. O. Box 1656 On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing
40 Warehouses 40 Cities

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST., PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE
C & A TERMINAL CO.
358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL.

**DOWNTOWN WAREHOUSE**

Most Centrally Located

2 Blocks from New Union Station

CANAL &**HARRISON STS.**Tunnel and Trap Car
Service**CROOKS TERMINAL WAREHOUSES**

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CHICAGO, ILL.

MODERN WAREHOUSES
UNIQUE
IN CHICAGO!
CENTRALLY LOCATED
UNION FREIGHT STATION
UNDER SAME ROOF
UNEXCELLED FACILITIES

Central Storage
& FORWARDING COMPANY
2001 West Pershing Road
Telephone: LAFayette 5628

(Concluded from page 46)

reported receipt of 450,857 tons, of which 81.2%, or 366,166 tons, entered storage, the balance being delivered on arrival.

The number of warehouses making tonnage reports for this past August was twenty-six larger than in August of 1936. This relative increase has been consistent in recent months.

Occupancy Leaders Among the States

Percentages*	Aug. 31, 1937	Percentages	Aug. 31, 1936
39.2	Idaho-Wyoming	83.3	Arkansas-Oklahoma
35.5	Alabama-Mississippi	80.7	Michigan
33.7	Kentucky-Tennessee	78.2	Conn.-N. H.-Vt.
31.6	Arkansas-Oklahoma	76.9	Washington
78.1	Washington-Oregon	76.7	Kansas
78.0	Indiana	76.0	Idaho-Wyoming
77.4	Wisconsin	74.8	Nebraska
77.2	Ohio	74.0	Ill. (except Chicago)
76.8	Ill. (except Chicago)	73.1	Georgia-Florida
76.6	Nebraska	72.4	Kentucky-Tennessee

*1937 percentages are provisional.

Gale's Storage Has New Owner

Rufus Scott, attorney, has purchased the Gale's Transfer and Storage Co., Des Moines, Iowa, from Frank Gale. David Johnson will continue as general manager. Mr. Scott will not be active.

Plan Uniform Export Free Storage Rule

Rail carriers serving North Atlantic, South Atlantic and Gulf ports are arranging to hold a joint conference for the forming of uniform rules governing free storage of export freight shipments moving on through export bills of lading.

We offer
U.S. CUSTOMS
BONDED
Storage Space

One of our six modern, sprinkler protected warehouses contains an entire floor devoted to *Bonded Merchandise Storage*! Where all merchandise entered is handled in strict accordance with U. S. Customs Service Requirements.

Let us explain in detail, this and many other attractive features of our service. Write today for interesting illustrated folder "Currier Lee Answers."



ASK US
About your
Warehousing
Problems

WE KNOW
THE ANSWER

CURRIER-LEE WAREHOUSE CO.
General Offices 427 Erie St., Chicago, Ill.

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE MAINTAINS A STANDARDIZED SERVICE

For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employes, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

RALPH J. WOOD, Pres.

For Shipments to the South Side's Finest Residential Districts

CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted

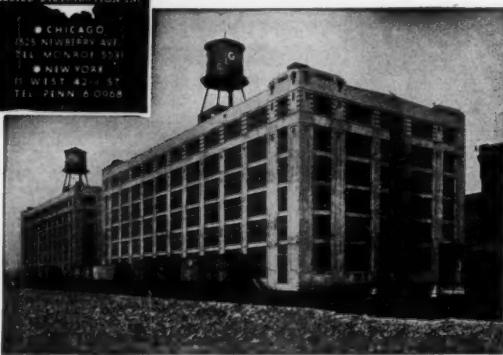
Member N.F.W.A.

ATTENTION
DISTRIBUTORS

For the past seventeen months new warehouse advertisers have appeared in each succeeding issue of D and W — Don't depend on the Annual Warehouse Directory issue alone.

CHICAGO, ILL.

Member A. W. A.

GRISWOLD-WALKER-BATEMAN
COMPANY

1525 Newberry Ave. Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRAs). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

A COMPLETE WAREHOUSE ORGANIZATION
FULLY EQUIPPED TO HANDLE MERCHANDISE
RAPIDLY AND ECONOMICALLY

MIDLAND

OFFERS LARGE AND SMALL SHIPPERS
THREE MODERN CHICAGO
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

• LET US QUOTE ON YOUR STORAGE
AND RENTAL REQUIREMENTS

MIDLAND WAREHOUSES, INC.

1500 South Western Avenue, Chicago, Ill.

IT PAYS TO INVESTIGATE
CONTAINERS

(Continued from page 11)

to the fibre-board box and corrugated shipping case, wooden boxes having been used theretofore almost exclusively for certain commodities. The corrugated shipping case is fabricated from outer facings, or test liners, and an inner sheet of corrugated paper material. The strength and characteristics of these materials play a decided part in the balance and efficiency of the finished container. From a small beginning back in the "gay 90's" the use of the fibre box has extended into many industries, including those making tinned foods; smoking and other tobacco products; clothing; chemicals; various items of furniture; electrical appliances, automobile accessories, and plumber's supplies; radio sets and accessories; shingles; typewriters; vacuum cleaners, grinding wheels, etc.

The shipping container also lends itself to advertising and sales promotion possibilities. Printing on a fibre-board or corrugated container may carry a manufacturer's message as long as the box is used. Chain stores and other retail outlets frequently use empty shipping containers for delivery of orders to the homes of customers. One manufacturer of equipment sold through the building trade used a combination crate of wood cleats and corrugated panels, with a printed message on the inside surface of one of the panels, calling attention to the fact that "This Home is Equipped with" so and so, and the name and address of the contractor through whom the equipment was sold. When received on the job, the contractor has but to cut out the fibre-board panel which is bordered by wood cleats and set it in a conspicuous place. But, while the shipping container may do an excellent advertising job, it should never be considered as a substitute for, but rather as a supplement to other forms of advertising.

The corrugated wood-cleated crate presents a type of container with marked advantages over the open style crate. The cleats are a protection against shocks and falls and also afford means for easy handling and loading. Its corrugated boards with kraft liners and its girder-like corrugations add rigidity to the crate when securely stitched or nailed to each cleat. This crate is designed for unit loading or braced loading in a car. The top cleat construction is at right angles to the bottom cleats, which permits the second tier of cleats to slide easily over the first. In such a crate the contents have extra protection against dust and dirt, and it makes a better crate for warehousing.

Every shipper is aware of the saving in transportation costs to be realized by reducing the weight of a shipment. And this means container weight. A manufacturer of powerplant equipment formerly used a solid box made of 1-in. lumber, but was able to reduce shipping weight by 14 lbs. by using a wirebound crate constructed of $\frac{1}{4}$ -in. resawed hardwood with 5/14-gauge wire. Interior cleats were used for blocking, and the ends were solid of 1-in. hardwood. Another shipper was able to save 4 lbs. in shipping weight by changing to a $\frac{1}{4}$ -in. hardwood box bound with 7/14-gauge wire with proper interior bracing.

There are various types of end construction used in wirebound crates. Ends are sometimes made of slats, the same width and thickness as those used on the four sides, or they may be of thicker lumber. The end slats may be fastened to inside or outside cleats; and where thin slats are used they may be reinforced by some arrangement of battens. The nature of a product, the manner in which it is to be supported in the container, the distance of travel, and the type of handling to which the shipment is likely to be subjected, are all factors to be considered in determining the type of container to use.

(Continued on page 53)

DISTINCTIVE LOCATION on Chicago's New Outer Drive!

The new Lake Shore Drive, officially opened Oct. 5th, makes the North Pier Terminal a distinctive location for offices and storerooms or light manufacturing combined.

Add to this the economic advantages from the available facilities of rail, tunnel, boat and truck; low insurance, heavy floor load, parking, transportation, cleanliness and abundant light, and you have an ideal situation.

Railroad siding capacity for 150 cars (no switching charges). Direct tunnel connection with all railroads (eliminating cartage on L.C.L. freight shipments). 2500 feet of dockage with regular boat service to and from Atlantic and Gulf Coast and Europe (freight saving during navigation period). Protected loading space for over 100 trucks (minimizing delays.) Storage in Transit. Pool Cars.

Other

NATIONAL TERMINALS CORPORATION FACILITIES
CLEVELAND - - - - - National Terminals Corporation
MILWAUKEE - - - - - National Terminals Corporation
TOLEDO - - - - - National Terminals Corporation
INDIANAPOLIS - Indiana Terminal and Refrigerating Company
EAST CHICAGO, IND. - - East Chicago Dock Terminal Company
NEW YORK OFFICE - 25 Beaver Street (Phone: Hanover 2-1172)

**NORTH PIER
TERMINAL COMPANY**
589 EAST ILLINOIS ST.
CHICAGO, ILLINOIS



For the convenience of shippers, this section is arranged geographically

Service that meets today's distribution needs—backed by more than 25 years experience.

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low in-

surance rates • Direct tunnel service • Special facilities for the storage of wines.

• • •
Write for information on services to meet your individual needs.

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without Offices. Trackage—Free Switching—Fireproof

"THE ECONOMICAL WAY"
Represented by
National Warehousing Service



CHICAGO, ILL.

For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

SYKES TERMINAL WAREHOUSE
929 West 19th Street
Chicago, Ill.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

ILLINOIS

SHIPPER'S SERVICE SECTION

D and W, December, 1918

CHICAGO, ILL.

WERNER BROS. KENNELLY CO.



M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R.
Wilson Ave. Branch.

CONTAINER SHIPMENTS
SOLICITED

Warehouses Conveniently Located

2815 Broadway
4917 Broadway
7613 N. Paulina St.
4615 Clifton Ave.

PARK BRANCH
1750 N. Clark St.
Opposite Lincoln Park
TRAFFIC DEPT.
3133 N. Halsted St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

CHICAGO, ILL.

A Half Million Feet of Modern
Warehouse Space

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY
323 West Polk Street

Chicago, Ill.

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.

Members National Furniture Warehousemen's Association.

Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER-STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED . . . LICENSED . . . INSURED CARRIERS

DECATUR, ILL.

Member of A.W.A.—N.F.W.A.

Decatur's Pool Car Distributors

SINCE 1892

HAMMAN
BROS.
TRANSFER & STORAGE CO.

Office: 601 E. WILLIAM ST.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago
No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass



Peoria is the logical center of distribution for Illinois.
We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A.W.A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

NATIONAL
WAREHOUSE
CO.

Est. 1920

1323 SO. WASHINGTON ST

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching
"Sparkling Service"

502-514 Cedar St. Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A.W.A.—N.F.W.A.



"If conditions were ever such as to demand advertising, now is the time."

John Simon

EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.

EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

(Continued from page 50)

The supporting or mounting of an article in a container is a matter worthy of profound thought and patient study. It is important that the shipment be securely braced against any shifting movement within the container while in transit. The article to be shipped should be studied and the container planned with the view that any shocks will be withstood by the parts most likely to be subjected to them. Frail projections, such as the legs of furniture, should not be exposed to stress, undue pressure, or the force of some sudden blow from without. Often it is necessary to run additional members or supports through the inside of the container to provide a more secure resting place for the contents. These ordinarily also reduce the packing time.

A stove manufacturer had been using a nailed crate of $\frac{3}{4}$ -in. lumber containing a total of 158 nails. When the stove was packed and crated ready for shipment it weighed 280 lbs. A hinge corner crate was designed using but 34 nails. In this crate, when ready for shipment, the stove weighed 27 lbs. less. In the lighter crate the stove was bolted to the bottom edge slats, using plywood of sufficient thickness to raise the stove, avoiding any contact with the bottom and bringing the bearing directly on the base band and not on the enameled panels. A supporting brace was also placed at the center of the stove to overcome any tendency of sagging and to serve as a further precaution against the possibility of any chipping of the enamel panels.

For shipping a valve, a specially designed interior bracing of the container not only reduced the time required for packing, but saved practically a dollar on the original cost of each container, and reduced its weight, resulting in a lowering of transportation costs. This valve was formerly shipped in a wooden box weighing 29 $\frac{1}{2}$ lbs. and was held in place by inside blocking that

(Concluded on page 54)

FORT WAYNE, IND.

**FORT WAYNE [WITH MIGHT] AND MAIN
STORAGE CO. THE SAME**

FIREPROOF AND NON-FIREPROOF BUILDINGS.
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"Fireproof" Buildings

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

HAMMOND, IND.

GREAT LAKES WAREHOUSE CORPORATION

General Merchandise—Storage and Distribution

Established 1922
E. C. Faure
Manager
FACILITIES—150,000 sq. ft.; Fireproof, concrete-steel-brick const. Siding on IHB RR; located within Chicago switching district; cap. 50 cars. Transit privileges. CUSTOM CLEANING PLANT for conditioning seeds, beans and similar products. SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago and suburbs. ASSOCIATION—Indiana Warehousemen's.

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON
Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN
STORAGE and WAREHOUSE CO.**
Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance
Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouses, Inc.

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Strohm Warehouse & Cartage Company
230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R. Modern Truck Equipment.

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Service That Satisfies

TRIPP WAREHOUSE COMPANY
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Merchandise Storage, Distribution, Trucking
Private Siding C.C.C. & St. L.

Members A.W.A. Am. Chain Whse. Ind. W. A.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.
 Merchandise Storage and Distribution a Specialty
 Pool Cars Solicited
 Motor Trucks for Store Door Delivery. Our clients do the selling—We
 do the rest. U.S. Licensed and Bonded Canned Foods Warehouse
 License No. 12-4.

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AMERICAN TRANSFER & STORAGE CO.

SINCE 1907
 General Merchandise Warehousing and Distribution.
 Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
 Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.
 Motor Freight Terminal.

CEDAR RAPIDS, IOWA

Calder's Van & Storage Co., Inc.

412 Ave. A, N.E. Cedar Rapids, Iowa
 Merchandise and Household Goods Storage
 Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE
 ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
 AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines
 DAILY SERVICE IN EVERY DIRECTION
 FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
 Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—in the Business and
 Shipping District of Davenport.
 Pool car distribution—Mdse. & H.H.G. with motor truck
 service—direct from our Combined Rail and Truck Terminal.
 A. W., Inc.—A.W.A.—N.F.W.A. Phone Dial—3-3653
 Agents—Allied Van Lines, Inc.

DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

Fireproof
 Warehouse
 on
 C. R. I. & P. Ry.

MERCHANTS 428
 TRANSFER & STORAGE CO. Western
 Merchandise Storage & Pool Car
 Distribution
 MEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—
 Furniture Storage AGENTS—ALLIED VAN LINES, INC.

DAVENPORT, IOWA



ROEDERER

TRANSFER AND STORAGE CO., 1460-1466 W. 4th STREET
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Modern facilities for efficient warehousing and distribution of merchandise and household goods. Private siding. C.R.I. & P.R.R. Merchandise delivered twice daily to Rock Island—Moline—East Moline and Silvis, Ill.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
 Private Siding—Free switch from any R.R. entering
 Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

(Concluded from page 53)

weighed another 22 lbs. The new container has a specially constructed wood base which serves a two-fold purpose—as a strapping base for the valve and as the bottom of the box. The valve is held in place by looping two $\frac{3}{4}$ -in. x .023 bands around the valve and through notches in the base cleats. The box is then placed, like a hood, over the base and strapped securely, using two $\frac{3}{4}$ -in. x .023 steel bands. Since no nails were used in attaching the box to the base, all that is necessary when it arrives at its destination is to follow instructions, namely to "Cut Straps to Open," lift box from the base, cut the inside bands, and lift the valve from the cradle blocks. This method saved 50 per cent in lumber, 42 per cent in weight, and 47 per cent in cost.

Nor is the use of steel strapping limited to the wood container. It may be used with equal facility with the fibre containers, bales, and even bundles. Several fibre-board boxes destined to one point may be assembled and strapped in one secure unit. Wire is also used by many shippers for the same purpose, as shown in the accompanying illustration. Strapping and wiring also handicaps the pilferer, who must work fast so as to re-close a package in such condition that his crime remains undiscovered while he is making his getaway. Pilferage has become a serious problem both in domestic and export shipping. An instance was cited in this publication some months ago showing that one concern suffered considerable loss through pilferage when raw metal in bar form was shipped in box cars. By having the metal sent from the smelters in 4-ton blocks in gondola cars this pilferage has been entirely overcome.

Some products lend themselves readily to shipment without a container—some form of protective covering, such as lagging, being all that is considered necessary; while heavy machinery and a few other products may be boxed in a skid-bottom container. Skids, with beveled ends to facilitate their sliding onto rollers, are best bolted to the case with heavy bolts, counter-sunk to prevent any interference with sliding, dragging, or rolling operations.

The paper industry was one of the first users of the skid method. Flat sheets, held in place by steel strapping or wire, have helped to reduce handling costs. Loading and unloading became a simple matter with a lift truck. So popular has this method of shipping become that today many buyers of print paper insist on skid shipments.

Other manufacturers have followed suit. It was found that a saving of some 80 cents a ton could be realized in the loading costs of coils of high quality strip steel when the coils were strapped three to a tier on non-returnable skids. Zinc anodes were found to occupy just one-third less warehouse space when made into unit shipments strapped aboard skids. This unit-load idea has also proved applicable in the shipment of lengths of seamless tubing. A thousand pieces to a load strapped on a skid are quickly handled with either a power truck or crane when shipped in a gondola car.

EDITOR'S NOTE: Another article on containers will appear in an early issue.

Minnesota-Northwest Assn. Appoints
 Ferris Secretary

The Minnesota-Northwest Warehousemen's Assn., functioning for Minnesota, the Dakotas, and Superior, Wis., has again established executive offices and placed them in charge of its newly appointed secretary, Ferris B. Martin. Mr. Martin is also executive secretary of the Minneapolis Transfermen's Assn., Inc., the combined offices of the two associations being located at 304 Washington Ave., North, Minneapolis.

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located. Warehouses on Private Sidings. Free Switching Charges. DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

**Most Centrally Located Warehouse and
Motor Truck Terminal in Louisville***Our
Service
Is Our
Sales
Force*With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

**LAMPPIN
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
of pool cars.

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Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITALLouisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mds. ————— H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
Truck Sidings. I. C. Railroad.
MAIN AT NINTH

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANABonded Brick & Concrete Warehouse. Stor-
ing, Packing. Pool Car Distribution. Agents
Aero Mayflower Transit Co. Private Sidings
L&A.S., P.&R.I. Ry.**Carnahan's Transfer & Storage**

Member of A.W.A.-May W.A.-S.W.A.



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L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC.
520 FRONT ST.**PROMPT SERVICE**General Storage
Merchandise Distribution
Pool Car Handling
ForwardingModern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

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Importers' Bonded Warehouse
(Member of A.W.A.)**and
Bienville Warehouses Corporation, Inc.**
(Member of A.C.W.)

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NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for
New Orleans and its territory. 200,000 square feet of storage space with track room
for 30 cars at one placement. Licensed by and bonded
to the State of Louisiana and the U. S. Government.New York Representative
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**Commercial Terminal
Warehouse Company**
INCORPORATED**Modern Merchandise Warehouses**A dependable agency for the
distribution of merchandise
and manufactured products.Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS

LOUISIANA

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**Douglas Shipside Storage &
Douglas Public Service Corps.**

New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses con-
venient to your trade.
Loans made against
negotiable receipts.
Trucking Department
operating 55 trucks.
Insurance Rates 12c
to 22c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

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2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.

Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

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Commodity Warehouses

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State Bonded

Low Insurance

Storage and Distribution in all its phases.

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Complete Warehousing Service

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Terminal Warehouse & Transfer Co., Inc.

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Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet; private siding on K.C.S. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

THE PROBLEM OF PHYSICAL DISTRIBUTION

(Continued from page 25)

dealer freight up to sixty cents per cwt. on carloads and 35 cents per cwt. on less carloads.

Your factory is at Baltimore and your dealer at Pittsburgh. Since you have a "spot" stock warehoused at Altoona your dealer places a small order to be delivered from that warehouse because the less carload rate is lower than from Baltimore, hence he will pay less freight. Remember, the agreement provides for a maximum allowance of 35 cents on less carloads.

This looks perfectly reasonable until you add the carload rate Baltimore to Altoona and the less carload rate Altoona to Pittsburgh, and then compare it with the less carload rate Baltimore direct to Pittsburgh. In many cases of this kind you will find it cheaper to ship direct from the factory. After all, when you agree to sell a dealer F.O.B. factory with certain specified freight allowances there is no logic in letting him draw from a nearby warehouse to which you have already paid a healthy freight rate. Of course, there are just as many times where freight is shipped direct from factory that could more cheaply move from a warehouse. The idea is to eliminate both such errors.

An excellent insight into intelligent distribution was provided the writer not long ago when a company shipped a less carload lot from a plant at Newark, New Jersey, to another factory at Albany, New York, where it was made part of a full carload shipped to New Orleans via New York and coastwise steamer. This backhauling of freight saved the company a nice piece of change and involved only a few days' loss of time.

There are many seemingly innocuous practices that are really larger than mole hills. One is to allow warehouses, agents, dealers and customers trucking allowances greater than the actual draying costs. Another—keep an eye out that your sales department doesn't place customers' orders with agents who are on a commission when they could as easily be placed with agents who are on a salary, or with an outside warehouse company that charges only regular handling costs. Even if the freight rate is higher the commissions will ordinarily greatly exceed the difference in freight.

(Concluded on page 58)

BANGOR, MAINE

Agents for Allied Van Lines, Inc.

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private siding

Member Chain of Warehouses

American Warehousemen's Association

National Furniture Warehousemen's Association



PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784 71 Kennebec Street

Warehousing and Distribution of General Merchandise except

goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16 1/2¢

Free switching with all railroads

Storage in transit privilege on flour, canned

goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room

BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

BALTIMORE, MD.

Thomas H. Vickery, Pres.

E. E. Bachmann, Sec'y and Mgr.

BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast Canada and Mexico

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Main Office: 400 Key Highway Established 1898
Branch Offices: N. Y., Wash., Phila., Norfolk

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TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 38 Years

Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Drayman"

Member of N.F.W.A.—A.V.L.—Md.F.W.A.

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Bennett Transfer & Storage Co.*Main Office and Warehouses***Henderson Boulevard and Franklin St.****Day and Night Phones 3060**

Furniture and Merchandise Warehousing
Pool Car Distribution and Forwarding
**Member of N.F.W.A. Agents for Allied
Van Lines, Inc.**

BOSTON, MASS.

SHIPPING TO BOSTON?Use our complete facilities for
the expert handling of house-
hold goods.Modern equipment for lift vans
and containers.

T.G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON
ESTABLISHED 1880—FIFTY-SEVENTH YEAR.
Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

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CLARK-REID Co., INC.**GEO. E. MARTIN, President****GREATER BOSTON SERVICE**
HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL
SERVICEGENERAL
MERCANDISE STORAGECENTRAL
LOCATION**Pool Car Distribution**

Sidings on N. Y., N. H. & H. R. R.

Protected By
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Mass. Warehouses Assn.

BOSTON, MASS.

STORING SHIPPING
COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE

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34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-
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Member American Warehouses' Assn.

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Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE, 38 Pittsburgh Street, N. Y., N. H. and H. R. R.

DIVISIONS OF

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AND

DISTRIBUTING CO.**GENERAL MERCHANDISE STORAGE**

Free and Bonded Space

Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

Represented by

NEW YORK ALLIED DISTRIBUTION INC.

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Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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TreasurerT. W. Haskell
Manager**MERCHANTS WAREHOUSE CO.**FISKE WHARF STORES
453 Commercial St. Boston CAPitol 7760**STORAGE**32 Separate Fireproof Stores,
140,000 sq. ft. Free and Bonded Space.**DISTRIBUTION**Private Siding—Union Freight R.R.
Flat Boston Freight Rates Apply.**RESPONSIBILITY**

Property Owned—No Encumbrance.

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50 Terminal St. Boston (29) Mass.

STORAGEB. & M. R.R.
Mystic Wharf,
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E. Street Stores
South Boston

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Established 1830

D. S. WOODBERRY CO.
P. O. Box 57, North Postal Station, Boston**FORWARDERS & STORAGE**Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding*For the convenience of shippers, this section is arranged geographically*

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BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.
 Direct B. R. Siding N. Y., N. H. & H. R. R.

FALL RIVER, MASS.

NEW BEDFORD, MASS.
WATUPPA, MASS.

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
 DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

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600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
 WITH A COMPLETE SERVICE FOR
 THE STORAGE AND DISTRIBUTION
 OF GENERAL MERCHANDISE.



STORAGE AND INDUSTRIAL SPACE
 FOR RENT OR LEASE

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NEW BEDFORD STORAGE WAREHOUSE CO.
 MAIN OFFICE — 152 FRONT STREET



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T. ROBERTS & SONS, INC.
 Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
 Household Goods Storage — Packing — Shipping
 Merchandise Storage and Distribution
 Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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**Atlantic States Warehouse
 and Cold Storage
 Corporation**
385 LIBERTY ST.

General Merchandise and Household Goods Storage
 Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
 and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
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Daily Trucking Service to
 suburbs and towns within
 a radius of fifty miles.

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Hartford Despatch and Warehouse Co.
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STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.Y.L.



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Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
 Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826
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DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.
 1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.

Henry & Schram Storage &
 Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania

Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
 Specialized Personal Service—We own and operate our own
 fleet of motor trucks—Distribution.

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Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DIESEL ENGINES IN COLD STORAGE

(Concluded from page 27)

gines are operated on alternate weekly continuous schedules; that is, one of the large engines and the small older one are idle during this period. Complete flexibility is obtained by running the engines at different speeds as required, or by calling into operation one or both of those which are temporarily idle.

That it has paid the company to install this equipment may be seen by the fact that purchased power formerly cost \$10,000, while with the Diesel units the power cost has been reduced to \$4,000, a saving of \$6,000 a year. As to repairs—so far, practically no repairs have been made on the larger engines; and the small replacements on the older 60-hp. engine have amounted to only about \$150.

Garnett Elected President of New Orleans Association

T. E. Garnett has been elected president of the New Orleans Merchandise Warehousemen's Assn. to succeed J. D. Youman. Other officers elected are: W. E. Thiel, secretary; M. C. Sherwood, vice-president; A. M. Crighton, treasurer; directors: G. L. Sheen, E. J. Morel, and Charles A. Burthe.

PerkinService Adds Erie Account

George W. Perkins, manager of PerkinService New York City, has just completed arrangements to attend to the interests of the Union Storage Co. of Erie, in the Metropolitan territory.

Mr. S. C. Blackiston, formerly of the Bush Terminal and now president of the Union Storage Company of Erie, completed the arrangements.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

LEONARD-DETROIT STORAGE CO.

Established 49 Years

STORAGE WAREHOUSES ALL OVER DETROIT



Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard
Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANTISE STORAGE
MOVING—PACKING—SHIPPING
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

ATTENTION
NON-ADVERTISERS

If your prospects knew
how little this space costs,
they would criticise you severely
for not using it to tell them what
they need to know about you—Ask us
the price.

DETROIT, MICH.

Completely Servicing

GREATER DETROIT

United States Warehouse Company
1448 WABASH AVE.

United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

FLINT, MICH.

CENTRAL WAREHOUSE CO.
WATER AND SMITH STS.
COMPLETE WAREHOUSING SERVICE
SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.
Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian

Represented by
NEW YORK BILLING DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST., PENN 6-0368 1525 NEWBERRY AVE., MONS5531

JACKSON, MICH.

*"In Union there is Service"***UNION TRUCK AND STORAGE CO.**

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.
Covered Truck Docks.

Agents Allied Van Lines, Inc.

LANSING, MICH.

*"Center of Michigan"***FIREPROOF STORAGE CO.**

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

SWITCHING ACTIVITIES AT THE CHICAGO GATEWAY*(Continued from page 9)*

like \$1,500,000. This will make the Clearing yard as modern as any switching yard in the country.

The Belt Line also operates several smaller yards throughout the District to afford opportunity for interchange nearer connecting line junctions, so that between its northerly terminus at Cragin and its southerly terminus at Burham, it has direct physical connection with all roads operating in and out of Chicago.

Freight houses for L.C.L. are also maintained at convenient points, and a free pick-up and delivery service is available to shippers located in the Chicago Switching District having L.C.L. tonnage for movement beyond the limits of the Chicago Switching District. Ten team tracks are located at strategic points along the right of way of the Belt Line, affording team track service to all parts of the city.

Along the main line there are approximately 450 industries with private sidings. Something like 200,000 loaded cars move in and out of these industries during a single year. The Clearing Industrial District alone has about 125 industries, served by the Belt Line.

The Indiana Harbor Belt Railroad operates 12 miles of double track encircling the City of Chicago, just beyond the city limits, and connects with all road-haul carriers entering Chicago. This line serves over 600 industries, including steel mills, chemical plants, grain elevators, warehouses furnishing both dry storage and cold storage, oil refineries and manufacturing industries of various kinds. Some of its industries are the largest of their kind in this country. It maintains regular scheduled fast trains which are co-ordinated with the train schedules of eastern and western lines.

It operates two hump yards where the switching of cars is expedited, but controlled with its car retarder system to avoid damage to cars and contents in the most approved manner.

It has 125 locomotives capable of hauling heavy trains in fast service on its double main track, with adequate yard facilities, and is able to render an efficient service to meet the most exacting traffic handled by its carriers, both eastbound and westbound.

The Baltimore and Ohio Chicago Terminal Railroad Co., a subsidiary of the Baltimore and Ohio Railroad, owns and operates a total of 89 miles of trackage in the Chicago Terminal District, and in addition operates those portions of the property of the Baltimore and Ohio Railroad and the Alton Railroad which lie within the District. The B.&O. C.T. is the co-ordinating agency for all Baltimore and Ohio System activities in the Chicago area, and is the only terminal company operating in the Chicago District obliged to maintain its freight handling facilities at the high level required for the operation of high-speed passenger trains. Automatic block signals control the movement over 90 per cent of track, likewise an unusual characteristic of a freight handling road.

The large industrial districts located at Cicero, Brighton Park, Argo, Chicago Heights, East Chicago, and Whiting, as well as the heart of downtown Chicago are served by a daily schedule of eighty-four switch engine assignments. Transfer runs are so scheduled as to provide the shortest practicable delay between the various trunk lines serving the Chicago District, an average of 15 to 40 miles straightaway between connecting lines. The entire operation is supervised by telephone. The Dispatchers' sheet for an average day's business is reputed to be the largest daily train sheet in the United States,—a length of approximately 220 in.

The Chicago Junction Railway and The Chicago River and Indiana Railroad, while commonly referred to as

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LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)



SAGINAW, MICH.

BRANCH HOUSE SERVICE
... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
SAGINAW, MICHIGAN

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction
General office, 417-419 Poplar St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.
BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited

730-740-750 Washington Ave., North

MINNEAPOLIS, MINN.

"Lowest Insurance Rate in Minneapolis"

1904 Minneapolis 1938

Van & Warehouse Co.

Complete Storage and Distribution Service
Located in the Center of the City
Pool cars solicited.
No cartage charge
to carriers.

Member: Minn. Whse.
Assn., NFWA-AVL.

MINNEAPOLIS, MINN. The Northwestern

TERMINAL

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.
Louis Truckage
100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St. Minneapolis, Minn.

MINNEAPOLIS, MINN.

KEDNEY
WAREHOUSE COMPANY
Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000
square feet of mod-
ern, low insurance
rate space. Pro-
tected by A.D.T. fire
alarm system. Pri-
vate railroad sid-
ings on G.N. and
C.B.&Q. Motor trucks
for prompt store-
door delivery.

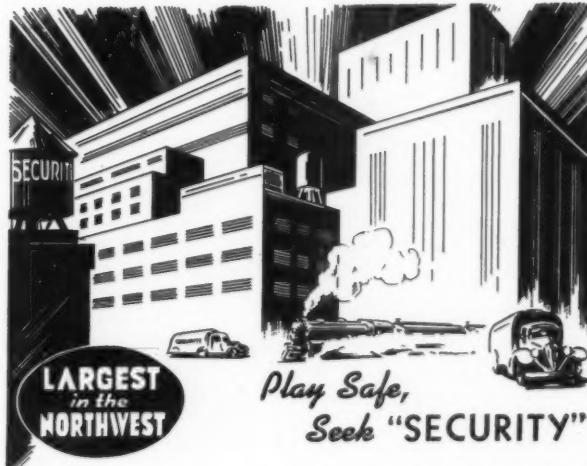


ST. PAUL

St. Johns St.

Operating 150,000
square feet of mod-
ern reinforced con-
crete space, with
sprinkler protec-
tion. Private rail-
road sidings on G.N.
and C.B.&Q. Motor
trucks for prompt
store-door delivery.

ST. PAUL, MINN.



- Over 1,000,000 sq. ft.
- Alert, trained personnel.
- Consign via any R. R.
- Complete truck facilities.
- Perform all services of a local branch.

SECURITY is the oldest and best
known in Minneapolis, yet is proud
of its alert flexibility that can ad-
just instantly to a client's needs.

SECURITY is the largest in Min-
neapolis, yet is just as painstaking
with an LCL as with a 20 car
shipment.

Naturally, you'll find here every
physical service you require, plus
an honest desire to do more than
is expected of us.

SECURITY
WAREHOUSE CO.
334 NORTH FIRST ST. MINNEAPOLIS, MINN.



MINNESOTA

SHIPPER'S SERVICE SECTION

D and W, December, 19

ROCHESTER, MINN.

903 6th St., N. W. Phone 5236

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings. Private Siding CGWRR Co.
MOTOR TRUCK SERVICE
Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

CENTRAL

.... MEANS-IN-THE-CENTER



Represented by
DISTRIBUTION
SERVICE, INC.

219 E. N. Water St.
CHICAGO
Phone: Superior 7180

106 Broad St.
NEW YORK CITY
Phone: Bowling Green 9-0986

625 Third St.
SAN FRANCISCO
Phone: Sutter 3461



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office . . . where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

CENTRAL • WAREHOUSE • COMPANY

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nester 2851

ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.

Special attention given household effects of your officials and employees moved from or to St. Paul.

HOUSEHOLD GOODS STORAGE MERCHANTS STORAGE

Complete Branch House Service

FIDELITY TRANSFER CO.

Office 126 E. 4th St. St. Paul, Minn.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANTS

Experienced Organization and Equipment for

MOVING, PACKING AND STORING
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.

Low Insurance Rate

MOTOR TRUCK SERVICE

VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

Z. B. SCHWARZ & COMPANY

THE WAREHOUSE WITH A BONDED REPUTATION
FOR QUALITY SERVICE

Centrally Located to Serve both Louisiana and Mississippi

MODERN, SPRINKLERED BUILDING. MOTOR FREIGHT DEPOT.
PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

SHIPPER'S SERVICE SECTION

JEFFERSON CITY, MO.

TRANSPORTATION
WAREHOUSING

Commerce Cartage Co.

Central Missouri's Only Fireproof Warehouse

MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of N.F.W.A.—Mo.W.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnes Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

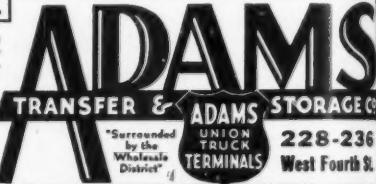
Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight Forwarders
and Distributors via rail or daily motor ser-
vice to entire Southwest.

MEMBER OF
American Chain of Warehouses
American Warehousemen's
Association • Traffic Club
Chamber of Commerce



KANSAS CITY, MO.

30TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIESIN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES, INC.

933 Mulberry St.



Operating 240,000 sq. ft. fireproof, sprinklered space; 14-car sidings; insurance rates—9c; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service.

Nation Wide Connections

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. MURRAY TRANSFER & STORAGE CO.

Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 ST. LOUIS AVENUE

2 WAREHOUSES

Merchandise Storage
Cartage
Pool Car Distribution
Track connections all railroads
In the heart of the Freight House and Wholesale District

Omni. Glass
State Bonded
Sprinklered—ADT Alarm

KANSAS CITY, MO.

MEMBER: A.W.A.—MIDW.—K.C.W.A.

▼▼▼ RADIAL ▼▼▼
WAREHOUSE COMPANY

Every facility for efficient warehousing and
distribution of merchandise
Track and Truck connections to all points with
Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

1015-19 Mulberry St.

Merchandise Storage—Drayage—
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.



(Continued from page 62)

one line under the designation of C.J.-C.R. & I., are both controlled by the New York Central System, but are two separate properties, as they file separate tariffs. While the Chicago Junction is primarily an industrial line, the Chicago River and Indiana Railroad performs both industrial and intermediate functions.

Both the Chicago Junction and the Chicago River and Indiana Railroad have direct connections with all trunk lines in the Chicago area, the former operating approximately 238 miles of trackage serving the Union Stock Yard and Transit Co. and contiguous territory. The Chicago River and Indiana Railroad operates some 78 miles of track in a manufacturing and industrial territory of the city, serving some 200 industries. Deliveries and intermediate traffic to all connections, both eastern and western, are made in the C.R. & I. Leavitt yard, at 43rd and Leavitt Sts., on the southwest side of the city. This yard is largely for the interchange of merchandise cars between carriers. This service was inaugurated about 20 yrs. ago.

The Chicago Junction Railway furnishes tracks over which all Chicago trunk lines receive and deliver live-stock shipments to the Union Stock Yards. It also serves the Packingtown District, where the principal packing firms maintain large slaughtering plants. Adjacent to this district is an industrial development known as "The Central Manufacturing District," a pioneer in its line. This area is almost completely built up with a series of large warehouse buildings and manufacturing plants. To the large number of warehouses for both dry freight and cold storage, located on its rails, the C. J. provides excellent service. It serves about 600 industries.

The Elgin, Joliet and Eastern, while primarily a line-haul carrier, performs a general interchange of

(Continued on page 66)

KANSAS CITY, MO.

RIGHT IN THE MIDST OF BUSINESS—

EVERYTHING YOU NEED IN KANSAS CITY

BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION
Trucking Connections To All Points with FREE Pickup and Delivery.

WALNUT STORAGE

KANSAS CITY, MO.

Represented by Associated Warehouses

ST. JOSEPH, MO.

BONDED AND FREE

TERMINAL WAREHOUSES, Inc.

MERCHANDISE AND COLD STORAGE

LOW INSURANCE

MONEY ADVANCED ON STAPLE COMMODITIES

SEE DIRECTORY PAGE 187

ST. LOUIS, MO.

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COLUMBIA
TERMINALS
COMPANY

400 South Broadway

\$3,000,000.00

INVESTED . . . TO SERVE YOU

Merchandise storage with low insurance,
and guaranteed responsibility. Modern
Buildings. Large Fleet of up-to-date
trucks and trailers.

COMPACT

• A one-word description of our modern
warehousing facilities—large enough to meet the
requirements of any shipper, yet so completely
organized that all the usual annoying details of
wide-spread organizations are eliminated.

Even the city is compact, when viewed from
our location—all the important business districts
can be reached in 15 minutes. We operate a
twice-daily distribution service to these districts
with our own fleet of motor trucks.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

COMPACT
COMPLETE
COMPETENT

ST. LOUIS, MO.

Merchandise Storage and
Pool Car Distribution.Track Connections with All
Rail and River Lines.

Member:
Associated Warehouses, Inc.
New York Chicago
Murray Hill 2-7645 Franklin 6263

Low Insurance.

RUTGER STREET
WAREHOUSE, INC.
MAIN & RUTGER STS.200,000 Sq. Feet of Service
BONDED

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
 Consolidated freight depot in our building, serving all 15
 eastern, western, southwestern trunk lines.
 Covered railroad docks, capacity 100 cars daily.
 Spacious truck docks facing wide streets to speed up service
 locally and beyond.
 State and U. S. Custom bonded.
 Twenty floors office space in connection.
 Our prices comparable with other warehouses in this territory.
 Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

in St. Louis - Use the

**ST. LOUIS
TERMINAL WAREHOUSE
COMPANY**
 SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE
ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof.

Member of American Warehousemen's Assn., Mdse. Div.
 St. Louis Merchandise Warehousemen's Assn.
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New York Office
230 Park Avenue
Phone J-1123GENERAL OFFICES
825 Clark Avenue
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53 W. Jackson
Boulevard 1496

Our
Warehouses
protected by
ADT burglar
and fire protection.



SEDLIA, MO.

FRANK MIDDLETON, Owner & Mgr.

Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage
 Pool Car Distribution. Private Lockers

Member of Mo.W.A.

SPRINGFIELD, MO.

Finkbinder Transfer & Storage Co.

Every facility for efficient warehousing and
 distribution of merchandise

Track and Truck connections to all points with
 Free pickup and delivery service

Members AWA Low Insurance Rates

(Continued from page 65)

carload traffic between all eastern, western, northern and southern roads operating in the Chicago Terminal District, and renders switching service to large industries at Gary, South Chicago, and Joliet. From its northern terminus at Waukegan, Ill., close to the Wisconsin state line, the E.J. & E. operates a line which encircles the city at a distance of from 30 to 40 miles from the central business section to its eastern terminus at Porter, Indiana. While the E.J. & E. serves as a medium of interchange between the various trunk lines entering the Chicago area, it also serves, with its own tracks 339 industries, and through reciprocal switching arrangements with its connections it serves an additional 373 industries or a total of 712 industries located principally outside the boundaries of the Chicago Switching District but within the Metropolitan Chicago area.

At the East Joliet yard, just beyond the northeast corner of the city of Joliet is the main train and classification yard of the E.J. & E., covering an area of 156 acres. In this yard is a classification section of 69 tracks, having a capacity of 3207 cars, and in addition, 35 tracks which comprise the repair and shop tracks, having a capacity of 1075 cars. This gives the yard a total of 104 tracks with a capacity of 4282 cars.

The E.J. & E. owns 249 coal-burning locomotives and 13 Diesel electric engines, together with various kinds of freight equipment totaling 10,821 units. In the East Joliet yard 34 engines are used for handling the breaking up and reclassifying of trains. There are 60 to 70 road and transfer trains from connections and industrial districts handled at this yard during a 24-hr. period. When it is considered that this is equivalent to a train movement every 20 minutes, and that cars are out of the yard within 2 hrs. from the time of arrival, it can be more clearly realized that inspection, classification, and switching operations are carried on without any undue delay. Floodlights enable night switching to go on without cessation.

In addition to the East Joliet yard, the E.J. & E. also maintains yard and switching facilities at Waukegan, Barrington, Chicago Heights, Hammond, Gary Whiting, East Chicago, Buffington, and South Chicago, where a heavy volume of traffic is originated and terminated. Here are located some of the largest producers of commodities and manufactured goods—wallpaper, petroleum and petroleum products, machinery, railway supplies, steel products, chemicals, roofing and insulating materials, and fertilizer materials. Not only is outbound service required at these industries, but inbound movement of raw materials as well as shipments consigned for warehouse storage.

Mention must also be made of the Chicago & Illinois Western and the Chicago Produce Terminal. The former engages in switching activities, while the latter furnishes team tracks and a facility for the handling and auction of strictly perishables. Three electric lines, —Chicago, Aurora & Elgin; Chicago, North Shore and Milwaukee; and Chicago, South Shore & South Bend; also handle freight within the Chicago area.

There is another group of railroads operating within the District, which are generally referred to as industrial lines. In this group are found the Chicago & Calumet River; Chicago Short Lines; Chicago, West Pullman & Southern; Illinois Northern; Manufacturers Junction; and the Pullman Railroad. While these lines engage in some interchange switching, their activities are chiefly confined to switching for the industries that own them.

Altogether there are within the Chicago Switching District 5717 miles of track, 160 freight yards, 73 freight stations, a multitude of accessory facilities, and almost 6000 industries served by private track connections. The number of freight trains that arrive in Chicago daily is 300, one every 4½ minutes; the

(Concluded on page 69)

HASTINGS, NEBR.



1876 **Borley Storage & Transfer Co., Inc.**
1937
Pool Car Distribution
FIREPROOF FREIGHT TRUCK CONNECTION TO ALL OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 **48 Years of Continuous Service 1937**

Merchandise and Household Storage—Pool Car Distribution

General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE . . . 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE
FIREPROOF WAREHOUSE . . . TRACKEAGE . . . MOTOR TRUCK⁸

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS

Van & Storage Co.

OMAHA, NEB.

GORDON

Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service

Fireproof Building . . . Trackage . . . Motor Trucks

OMAHA, NEB.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H.**MCLANE & TAYLOR****CONCORD, N. H.****Bonded Storage Warehouses**

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

Office, 75 Main Street Maplewood

Bloomfield Caldwell Montclair

Glen Ridge Newark

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Agents for Aero Mayflower Transit Company.

EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

JAMES P. WATSON

Fireproof Storage Warehouses

195-197 McKinley Ave.

Storage, Moving, Packing and Shipping of Fine Furniture

General Merchandise, Storage and Distribution

GEORGE L. BARBER, Mgr.

HACKENSACK, N. J.

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GEO. B. HOLMAN & CO., Inc.

STORAGE . . . SHIPPING . . . PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

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STORAGE**DISTRIBUTION****ESSEX WAREHOUSE COMPANY**

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered buildings . . . Penn. R. R. siding . . . Private pier. Daily over-night truck deliveries within 100 miles.

NEWARK, N. J.

PACKING! MEMBER: N.J.F.W.A. and N.F.W.A.
MOVING! STORAGE!
dependable since 1860

KNICKERBOCKER
STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
Wm. R. Mulligan, Pres. James E. Mulligan, Secy and Mgr.

NEWARK, N. J.

Lehigh Warehouse & Transportation Co., Inc.

ALBERT B. DRAKE, President

Main Office
98-108 Frelinghuysen Ave.
Newark, New Jersey
Bigelow 3-7200

FACILITIES

NEWARK—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6¢ up to 10.2¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchman; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 20 trucks.

SERVICE FEATURES—Bonded: Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors.

Motor terminal and transport service: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

ASSOCIATIONS—A.W.A. (Mdse.); Whsmn.'s Assn. Port of N. Y.; N. J. Whsmn.'s Assn.; Chamber of Commerce; N. Y. Traffic Club; Newark Traffic Club; N. J. Motor Truck Assn.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

PATERSON, N. J.

COMMERCIAL WAREHOUSES, INC.

WAREHOUSING & DISTRIBUTING

Grove St. & Erie R. R. Paterson, N. J.

FOUR INSULATED STEEL BUILDINGS

A.D.T. Fire and Watchman Service—Lowest Insurance Rates—Private R.R. Siding—Pool Car Distribution

PLAINFIELD, N. J.

**SISSE BROS., INC.**
FIREPROOF STORAGE WAREHOUSESOFFICES: 12-16 GROVE STREET
Somerville, N. J. New Brunswick, N. J. New York City
128-138 E. Main St. 25 Livingston Ave. 80 Day St.

Members: N.J.F.W.A. and N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists

TRENTON, N. J.

**MANNING'S WAREHOUSE CORPORATION**

FIREPROOF STORAGE

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping,
General Merchandise Storage and Distribution, Pool
Cars Distributed
Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

Center of Business Districts

Berger Terminal and Warehouse Company

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER,

H. E. DALTON,
Sec. & Pres.**Shufflebarger Transfer & Storage Co., Inc.**
200 E. Central Ave.Two Modern Brick Warehouses for the Storage and
Distribution of Merchandise and Household Goods
Distribution of Pool Cars. Transfer of Household Goods
Members of AWAm—SWA—MayWA

ALBANY, N. Y.

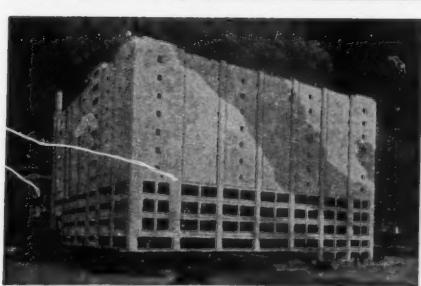
**Albany Terminal & Security
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member
American Chain of Warehouses
American Warehousemen's Association

ALBANY, N. Y.

**Central Warehouse Corporation**
Colonie and Montgomery Sts.Albany, N. Y.
Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE — DRY STORAGE
DISTRIBUTION**

ALBANY, N. Y.

JOHN VOGEL Inc.FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BINGHAMTON, N. Y.

JOHN B. SOUTHEE, Inc.Moving—Trucking—Storage
Long Distance MovingMember of
National Furniture Warehousemen's Association
Central New York Warehouse Association
Chamber of Commerce

Phone—Bingh: 4391-4392 Office: 178 State Street

BINGHAMTON, N. Y.

YAGER WAREHOUSE

Offices 84-94 Lewis Street

General Merchandise Storage and DistributionIn the center of Binghamton's wholesale district. D. L. & W. siding.
Sprinklered Building. Low Insurance Rate. All Commodities. Ideal
branch office facilities.

BRONXVILLE, N. Y.

GRAMATAN WAREHOUSE, Inc.

9 Park Place and 100 Pondfield Road

Established 1920

Fireproof Warehouse 50,000 Sq. Ft.

Moving—Packing—Shipping

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.

Member of N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

Agent for Allied Van Lines, Inc.

(Concluded from page 66)

number departing each day is also 300, one every 4½ minutes. The number of cars in and out is about 25,000 per day, of which 18,500 are loaded. Of all cars handled in the District 55 per cent require handling by more than one railroad and it is in the handling of this vast interchange traffic that the belt lines fit into the picture. If every railroad were to attempt to make its own deliveries to every other railroad, what chaos there would be.

**Powell of Buffalo Leases at
Niagara Falls for H.H.G.**

Joseph W. Powell, president of the Cold Spring Storage Co., Inc., Buffalo, N. Y., has leased property in Niagara Falls for the purpose of operating a household goods storage warehouse.

The property is located at 235-247 10th St. and consists of a two-story fireproof building with about 35,000 sq. ft. of capacity. It will be run as an affiliate of the Cold Spring company, but will be operated under the name of the J. W. Powell Co.

The officers of the new company are: Joseph W. Powell, president, and Robert J. Berney, manager.

Application has been made for membership in the National Furniture Warehousemen's Assn.

**Evans Heads Kiwanis
in White Plains, N. Y.**

William H. Evans, president of the J. H. Evans & Sons, Inc., member of the N.F.W.A., has been elected president of the Kiwanis Club in White Plains, N. Y. Mr. Evans has been a member of the club for 4 yrs. and in that time he has not missed a single weekly meeting.

For the convenience of shippers, this section is arranged geographically

BROOKLYN, N. Y.

BROOKLYN'S LARGEST LONG DISTANCE MOVER

ANDERSON VAN SERVICE INC.

20TH AVE. AT 57TH ST.

EST. 1904

CITY—SUBURBAN—LONG DISTANCE MOVING
FIREPROOF WAREHOUSE—DISTRIBUTION
LIFT VAN SERVICE—COLLECTIONS HANDLED
BRANCH OFFICES—FREQUENT SERVICE TO
BOSTON — WASHINGTON — ATLANTA — JACKSONVILLE
DETROIT — CLEVELAND — CHICAGO — ST. LOUIS
Member Independent Movers and Warehousemen's Association, Inc.

BROOKLYN, N. Y.

RIVERFRONT WAREHOUSES

BOWNE-MORTON'S STORES, INC.

611 SMITH ST. (on Gowanus Canal) Tel. CUMBERLAND 6-4680

FREE AND BONDED WAREHOUSES

LICENSED BY COCOA, RUBBER AND METAL EXCHANGES.
N. Y. City Office: 57 Front St. Tel. BOWLING GREEN 9-0780
DISTRIBUTION BY
BROOKHATTAN TRUCKING CO., INC.
57-59 Front St., N. Y. City, N. Y.

BROOKLYN, N. Y.

**EAGLE WAREHOUSE
AND STORAGE COMPANY**

28 Fulton Street

Brooklyn, N. Y.

We specialize in shipments from correspondents, collections handled. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment, and have a fleet of vans for prompt deliveries.

Agents for Allied Van Lines, Inc.

BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION

FREE AND BONDED WAREHOUSES

STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK



BROOKLYN, N. Y.

Established 1860

Peter J. Reilly's

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of
Household Goods

BROOKLYN, N. Y.

WILLIAM H. STRANG WAREHOUSES

Inc.

Established 1875

900-910 Atlantic Avenue 892-898 Atlantic Avenue

Packing, Shipping, Moving and
Storage of Household Goods

N. Y. F. W. A.—N. F. W. A.

BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

Fred F. Dye Fireproof Warehouse, Inc.

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—

Buffalo and New York City

Members B.W.A.—N.F.W.A.

BUFFALO, N. Y.

UNEQUALED FACILITIES For Shippers and Distributors

Established 1903. Capital \$900,000. Merchandise storage at "hub" of distribution. Direct switch connection with Pennsylvania R. R. and New York Central R. R. Reciprocal switching with all other railroads. Our docks served directly by Great Lakes Transit Corp. and New York State Barge Canal Lines—Pool Car Distribution. U. S. Custom bonded warehouse.

The KEYSTONE WAREHOUSE CO.

Seneca, Hamburg and Alabama Sts., Buffalo, New York

BUFFALO, N. Y.

Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION
MERCANDISE STORAGE
PRIVATE SIDING

BUFFALO, N. Y.

Larkin Terminal Warehouse

Buffalo, N. Y.

Specializes in handling
pool cars. No cartage
on railroad shipments.

Lowest insurance
rates

Stores autos
and general
merchandise

Government Bonded Warehouse

For further information write J. E. Wilson, Traffic Manager

BUFFALO, N. Y.

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you . . .

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

BUFFALO, N. Y.



LEONARD WAREHOUSES

Offices, 163 Georgia Street

Member of B.W.A.—Mayflower W.A.

BUFFALO, N. Y.

"SALES MINDED"

THE MARKET TERMINAL WAREHOUSE

Schoellkopf & Co., Inc.

102 Perry St.

General Merchandise Storage and Distribution
Private Sidings, Lehigh Valley and all Railroads
Represented by Associated Warehouses, Inc.
New York and Chicago

**ATTENTION
WAREHOUSEMEN**

Isn't it logical that your
ads should be read by your
prospects rather than other
warehousemen? That's why D and
W is now edited for your prospects.
More than 7,000 of them read it.

SHIPPER'S SERVICE SECTION

PARADE OF NEW PRODUCTS

(Concluded from page 22)

Michigan Sugar Co. has completed a \$92,500 expansion program at its Carrollton, Mich., plant.

Moore Milling Co., Salem, Va., is rebuilding the plant which recently was destroyed by fire and has leased the Strickler flour mills, Harrisonburg, Va., until its factory is reconstructed.

Peerless Corp., Cleveland, which operates the Breming Corp. of America, will spend about \$550,000 on plant expansion to increase the capacity to 650,000 bbl. annually.

Sambo Dairy Products, Inc., Brooklyn, N. Y., has purchased the plant of 4 Thirst Co., Metuchen, N. J. The plant will be used for bottling chocolate milk.

Cluett Peabody & Co., shirt manufacturer, has completed an \$80,000 addition at its Atlanta, Ga., plant. Three hundred additional workers will be added when the addition is in full production.

Electric Hose and Rubber Co., Wilmington, Del., has leased space for its first New York City branch office in 9 Rockefeller Plaza, Rockefeller Center.

Circle Wire and Cable Corp. will build a \$500,000 plant, 250 by 600 ft. at Maspeth Ave. near Rust St. Maspeth, Queens, L. I., N. Y.

Pruden Chemical Co., Orlando, Fla., is manufacturing "Pruicid," a process used in warehouses to prevent mold or mildew, to repel insects and retard decay of leather goods, canvas, cloth, paper, etc.

FACTORIES ON THE MOVE

(Concluded from page 23)

Co. is expanding its plant at Harvey. A cheese and butter factory, first of its type to be built in the state, will cost the Gold Standard Food Co. \$50,000. The Deluxe Corp. is putting up a \$50,000 plant to make butter, cheese, pasteurized milk and other dairy products.

American Fork & Hoe Co., Cleveland, O., has purchased the plant and business of International Fork & Hoe Co., New Haven, Ind. The New Haven plant is being merged with the American Fork & Hoe Co., Fort Wayne, Ind., works, formerly the National Handle Co.

The business of the International Fork & Hoe Co., according to Smith, has increased to such an extent that expansion of plant facilities became imperative. As a subsidiary of the American Co., the name of the New Haven plant has been changed to International Fork & Hoe Corporation. The Fort Wayne plant will continue to operate under the name of American Fork & Hoe Co.

New Buildings and new equipment are planned for the New Haven, Ind., plant. The office of the New Haven manager and of the sales department have been moved to Fort Wayne. Lee DeForrest, Cleveland, is head of the combined plants, operating as the American Fork & Hoe Co. C. C. Purdy is manager of the Fort Wayne plant.

o o o

Bata Shoe Co., headquarters in Chicago, plan construction of a three-story and basement brick and steel shoe manufacturing plant at Bemont, Md., estimated to cost more than \$500,000. A site is being selected.

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BUFFALO, N. Y.

GENERAL MERCHANDISE—COLD STORAGE
WAREHOUSE

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

TERMINALS & TRANSPORTATION
CORPORATION

275 FUHRMANN BLVD. BUFFALO, N. Y.

ELMIRA, N. Y.

JOSEPH BIMBERG SONS
STORAGE WAREHOUSE and TRANSFER

On main line Lacka-Erie-Penna.-L.V.R. Rs. Free Switching.
WE ARE SPECIALISTS on Storage and Distribution
of Pooled cars. Let us SERVE you and Prove it.

Members Am. Chain of Warehouses & A.W.A.

WE SHIP SUDDEN. Nathan Bimberg, Gen. Mngr.

ELMIRA, N. Y.

A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service
MEMBER
AWA—NEWA—ALLIED VAN LINES

FLUSHING, L. I., N. Y.

Flushing Storage Warehouse Co., Inc.

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses

Moving, Packing, Storing and Shipping of Household Goods. 10
blocks from the World's Fair Corona Freight Station, serving Jackson
Heights, Elmhurst, Corona, Whitestone, College Point, Bayside,
Douglaston.

Members of the N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

FOREST HILLS, L. I., N. Y.

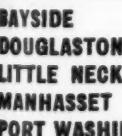


Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household
Goods ExclusivelyServing Forest Hills, Elmhurst, Kew Gardens,
Richmond Hill, Jackson Heights.

GREAT NECK, L. I., N. Y.



Great Neck Storage Co., Inc.

Offices Cuttermill Road

New Fire Proof Warehouse

for

Household Goods—Works of Art
Individual Rooms

Members B.A.L.S.W.A., N.Y.F.W.A., N.F.W.A.



"Cheap warehousing is expensive. Every time you pare down
the price you knock out some essential quality of service."

SimoNuggets

HEMPSTEAD, N. Y.

We solicit your patronage for the following towns:

FREEPORT LYNBROOK ROSLYN HICKSVILLE MINEOLA WESTBURY GLEN COVE

GLEN HEAD BAYSHORE PORT WASHINGTON ROCKVILLE CENTER SEA CLIFF LONG BEACH MERRICK

NEW HYDE PARK OYSTER BAY WHEATLEY HILLS GARDEN CITY BALDWIN ROOSEVELT PLANDOME AMITYVILLE VALLEY STREAM

HEMPSTEAD STORAGE
CORPORATION237 MAIN STREET, HEMPSTEAD,
L. I., N. Y.

JACKSON HEIGHTS, L. I., N. Y.

FOREST HILLS, L. I.

FLUSHING, L. I.

GREAT NECK, L. I.

JAMAICA, L. I.

KEW GARDENS, L. I.

RICHMOND HILL, L. I.

FRED G. KELLEY INC.

Fireproof Storage Warehouse

37-80 81st ST., JACKSON HEIGHTS

HOUSEHOLD GOODS : STORAGE
PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



JAMAICA, L. I., N. Y.

Route Shipments for Long Island To

JAMAICA

STORAGE WAREHOUSE CO.

FIRE PROOF

Wrapping
Crating
Packing
Shipping

Specializing in Packing and Shipping
High Grade Furniture and Art ObjectsAdjacent to Largest R. R.
Terminal on Long Island

9329-41 170th Street at

Long Island Railroad

Telephone—Jamaica 6-1035-1036

JAMAICA, L. I., N. Y.

Members N.Y.F.W.A. L.I.W.A. N.F.W.A.

Cham. Comm.

QUEENSBORO STORAGE

Van Wyck Blvd. at 94th Ave.

Fireproof Whse.—Van Service—Packing
Long Island's Foremost Household Goods Warehouse
SERVING ALL Long Island POINTS

Richmond
Hill P. O.

KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Republic 9-1400

Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

Van Wyck Boulevard at Atlantic Ave.

Richmond Hill, N. Y.

LONG ISLAND CITY, N. Y.

"WHERE YOU GET SERVICE"



IDEALLY LOCATED FOR ALL

LONG ISLAND SHIPMENTS

ROCCO VAN & STORAGE CORP.

MODERN FIREPROOF WAREHOUSE

3115 31st St., L. I. City, N. Y.

QUICK SERVICE—PROMPT REMITTANCES

Members N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

NEW YORK

SHIPPER'S SERVICE SECTION

D and W, December, 1951

NEW ROCHELLE, N. Y.



Moving, Packing Storing, Shipping

O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale. Send B/L to us at
New Rochelle.

NEW YORK, N. Y.

Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the
Metropolitan DistrictCentrally Located—250,000 Square Feet—Prompt Service
514-520 West 36th St.

NEW YORK, N. Y.

A National System of Warehousing
40 Warehouses 40 CitiesNEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST., PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

NEW YORK, N. Y.

Bowling Green Storage & Van Co.
General Offices 8-10 Bridge St.Storage and Delivery in
New York and VicinityAlso Forwarding for European Shipments
Lift Vans for Europe and Pacific Coast

NEW YORK, N. Y.

BUSH TERMINAL

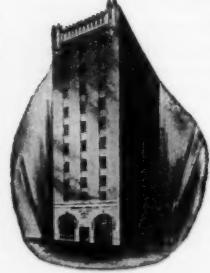
Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities
Cold Storage—Fumigation
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

NEW YORK, N. Y.

Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Member: N. Y. F. W. A.,
N. Y. S. W. A., N. Y. V. O. A.

NEW YORK, N. Y.

FIREPROOF WAREHOUSES

Day & Meyer
Murray & Young, Inc.
PORTOVAULT
STEEL VAULT STORAGE
1166 SECOND AVE., NEW YORK

NEW YORK, N. Y.

DAYTON STORAGE CO., Inc.

Operated by

Centrally Located

Consign Shipments

To Us

Prompt Remittances

1317 Westchester Ave.

NEW YORK, N. Y.

Fireproof Storage Warehouses

Dunham & Reid

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street

New York City

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

INTERCONTINENTAL
FORWARDING INC.

Foreign Freight Contractors

17 STATE STREET, NEW YORK, N. Y.

Free and bonded warehouses throughout Europe
—railroad sidings and waterfront groupage bills
of lading—pool car service.Shipments to and from all parts of the world—
collections made and promptly remitted.Special service in Packing, Storage and Transpor-
tation of Household Furniture in vans—through
bills of lading issued to interior points.

NEW YORK, N. Y.

* AN ASSOCIATED

LACKAWANNA

TERMINAL WAREHOUSES, INC.

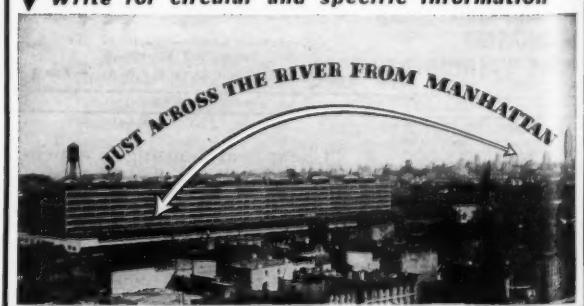
(Two blocks from Tunnel Plaza)

JERSEY CITY, N. J.

SUPERIOR DISTRIBUTION SERVICE

Stocks carried in this warehouse are within 24
hours of your customer located in any principal
point between Washington, D. C. and Boston,
Mass. Rail siding on D. L. & W. R. R. - L. C. L.
Freight and Steamboat Station in same building.
Local and Long Distance Motor Truck Service.
Minimum Fire Insurance... No tax on General
Storage commodities... Pool Cars Distributed
U. S. Custom Bond

Write for circular and specific information





ROLL OF HONOR

No. 3

WE take pleasure in presenting in this, our last Roll of Honor for the present, the warehouse executives whose firms have advertised in each issue of D and W for a period of five to ten consecutive years.

This is a record of which they can be justly proud and one in which we are naturally proud. What better proof of stability, responsibility and integrity can be offered by anyone, than the record that these warehousemen have established?

D and W claims there is no better yard-stick because none but responsible warehouses can be advertised consistently.

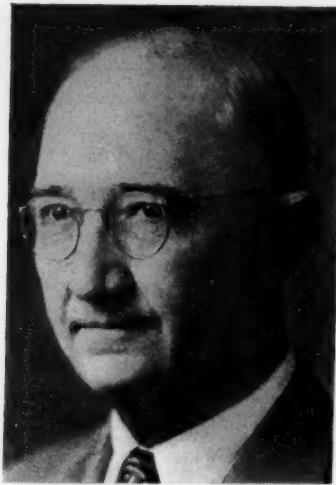
There are in this category 83 warehouses and one general advertiser representing a grand total of 587 advertising years.

Hundreds of other good warehouses have been advertised regularly in D and W up to five consecutive years. With their cooperation, a picture of an executive will be published for each of these warehouses on the anniversary of the completion of its fifth consecutive year of advertising.

An advertised warehouse is a good warehouse, therefore—

Use D and W as your yard-stick every time you need a Merchandise, Household Goods or Cold Storage Warehouse.

The Warehouses Represented by These Executives Have Advertised



W. H. AVERY
Red Ball, Inc., Tr. & Stge.
Oklahoma City, Okla.



J. D. BEELER
Mead Johnson Terminal Corp.
Evansville, Ind.



F. W. BERRY
Baltimore & Ohio Whse. Co.
Cincinnati, Ohio



WM. C. BOYCE
Armstrong Tr. & Stge. Co., Inc.
Amarillo, Texas



J. M. BRAMLETTE
Townsend
Union Terminal Warehouse Co.
Lincoln, Neb.



C. FAIR BROOKS
Brooks Tr. & Stge. Co., Inc.
Richmond, Va.



CHARLES F. COHAGAN
The Merchandise Whse. Co.
Columbus, Ohio



FRANK M. COLE
Radial Warehouse Co.
Kansas City, Mo.



J. P. CONGDON
Johnson & Son
Boise Cold Storage Co., Ltd.
Boise, Idaho

ertised

for Your Business in at Least 60 Consecutive Issues of D and W



C. M. CROCKER
McGregor
Crocker Tfr. & Stge. Co., Inc.
Corpus Christi, Texas



D. R. CROTSLEY
Starrett Lehigh Building
New York, N. Y.



R. W. DIETRICH
Importers Bonded Whse.
New Orleans, La.



W. P. FARRAR
Farrar Tfr. & Stge. Whse.
Wilmington, N. C.



W. E. FESSENDEN
California Warehouse Co.
Los Angeles, Calif.



A. L. FORD
St. Louis Term. Whse. Co.
St. Louis, Mo.



B. F. JOHNSTON
Union Term. Whse.
Los Angeles, Calif.

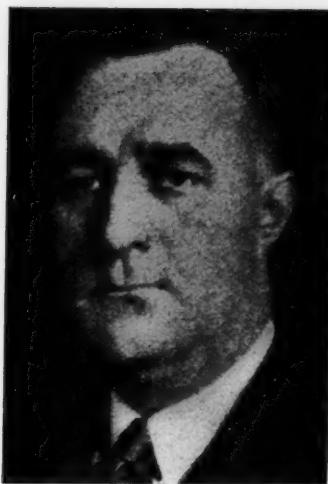


L. B. JONES
United Warehouse Co.
Kansas City, Mo.



CHRIST N. KARN
Karn's Storage, Inc.
Hazleton, Pa.

The Warehouses Represented by These Executives Have Advertised



W. G. KENWOOD
Westmount Tfr. & Stge., Ltd.
Westmount, Que., Canada



J. D. KIESSLING
Williamsport Storage Co., Inc.
Williamsport, Pa.



W. L. KORZELIUS
The Market Terminal Whse.
Buffalo, N. Y.



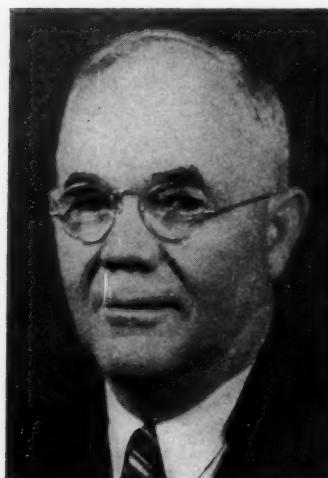
GEORGE LACAY
Midtown Warehouse, Inc.
New York, N. Y.



G. D. LILES
Terminals & Transportation Corp.
Buffalo, N. Y.



WILFRED F. LONG
S. N. Long Warehouse
St. Louis, Mo.



H. L. LOVE
Security Stge. & Commission Co.
Salt Lake City, Utah



R. J. MAYER
Central Storage & Van Co.
Omaha, Nebr.



A. P. McNEAL
Columbus Warehouses, Inc.
Columbus, Ohio

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for Your Business in at Least 60 Consecutive Issues of D and W



K. K. MEISENBACH
American Tfr. & Stge Co.
Dallas, Texas



C. F. MILLER
Central Warehouse Co.
Flint, Mich.



C. B. PRIMM
Central Van & Stge Co.
Nashville, Tenn.



T. E. REA
American Stge. & Whse. Co.
Charlotte, N. C.



L. S. ROSE
Rose Warehouse Co.
Memphis, Tenn.



GORDON ROSS
Overland Term. Whse. Co.
Los Angeles, Calif.



MILTON B. SELIGMAN
Fenton Storage Co.
Philadelphia, Pa.



SIDNEY A. SMITH
Anchor Storage Co.
Chicago, Ill.



S. A. STED
Railway Warehouses, Inc.
Cleveland, Ohio

Their Ads Have Appeared in at Least 60 Consecutive Issues of D and W



LAWRENCE E. STONE
White Line Tr. & Stge. Co.
Des Moines, Iowa



W. H. SULLIVAN
Sullivan Tr. & Stge. Co.
Lincoln, Nebr.



C. A. ULLMAN
Federal Warehouse Co.
Peoria, Ill.



JAY WEIL
Douglas Public Service Corp.
New Orleans, La.



HERBERT J. WINN
Winn & Russell, Inc.
Seattle, Wash.



R. J. WOOD
Lincoln Warehouse Corp.
Chicago, Ill.

W

**Another Warehouse Advertiser That Has Used at Least
180 Consecutive Issues.**

D and W makes this public apology to Miss Blanche Bilderbach for having failed, through a clerical error, to invite her to be included in our Number 1 Roll of Honor, in which her picture should have been published.

Her Warehouse has been advertised in more than 180 consecutive issues of this publication.



BLANCHE BILDERBACH
Fort Wayne Stge Co.
Fort Wayne, Ind.

PHOTOGRAPHS FROM THE FOLLOWING WAREHOUSES DID NOT ARRIVE IN TIME FOR PUBLICATION

Arkansas Warehouse Co.,
Fort Smith, Ark.

Brokers Office & Whse. Co.,
Wichita, Kansas.

Byrnes Bros. Whses., Inc.,
New York, N. Y.

Cassell Tir. & Stge. Co.,
Wichita, Kansas.

Central Detroit Whse. Co.,
Detroit, Mich.

Central Warehouse,
Salt Lake City, Utah.

Colonial Whse. & Tir. Co.,
Portland, Oregon.

Commercial Warehouse Co.,
Oklahoma City, Okla.

Davis Storage Co.,
New Haven, Conn.

Decatur Warehouse Co.,
Decatur, Ill.

Farnsworth & Ruggles,
San Francisco, Calif.

Fitz Whse. & Dist. Co.,
Boston, Mass.

General Whse. & Stge. Co., Inc.,
Atlanta, Ga.

Gibraltar Warehouses,
San Francisco, Calif.

Great Neck Stge. Co., Inc.,
Great Neck, L. I., N. Y.

Hoosac Stge. & Whse. Co.,
East Cambridge, Mass.

Johnson Tir. & Fpi. Whse.,
Hammond, Ind.

Kew Gardens Stge. Whse., Inc.,
Kew Gardens, L. I., N. Y.

Lackawanna Term. Whse., Inc.,
Jersey City, N. J.

LaCrosse Term. Whse. Co.,
LaCrosse, Wisc.

Mason City Whse. Corp.,
Mason City, Iowa.

Merchants Tir. Co.,
Mobile, Ala.

New-Bell Stge. Corp.,
Norfolk, Va.

Northwestern Terminal,
Minneapolis, Minn.

O.K. Warehouse Co., Inc.,
Fort Worth, Texas.

Oklahoma Bonded Whse. Co.,
Oklahoma City, Okla.

Only Way Tir. & Whse. Co.,
Kansas City, Mo.

Pacific Commercial Whse., Inc.,
Los Angeles, Calif.

Rock Island Tir. & Stge. Co.,
Rock Island, Ill.

St. Louis Mart. Inc.,
St. Louis, Mo.

Santini Brothers, Inc.,
New York, N. Y.

Sisser Brothers, Inc.,
Somerville, N. J.

Strickland Tir. & Whse. Co.,
Birmingham, Ala.

Strohm Whse. & Ctge. Co.,
Indianapolis, Ind.

United Warehouse Co.,
Seattle, Wash.

Universal Term. Whse. Co.,
Houston, Texas.

Wakem & McLaughlin, Inc.,
Chicago, Ill.

Washington Storage Co., Inc.,
Miami Beach, Fla.

White Terminal Co.,
Pittsburgh, Pa.

Rudie Wilhelm Whse. Co., Inc.,
Portland, Ore.

D. S. Woodberry Co.,
Boston, Mass.

GENERAL ADVERTISER

Canvas Specialty Co., Inc.,
New York, N. Y.

Their Ads Have Appeared in at Least 120 Consecutive Issues of D and W

D and W takes pleasure in presenting these five warehouse executives whose photographs should have been printed in our Number 2 Roll of Honor but were received too late for publication.

They have advertised in at least 120 consecutive issues of this publication.



H. W. BORLEY
Borley Stge. & Tr. Co., Inc.
Hastings, Nebr.



J. R. CODY
Cody Tr. & Stge. Co.
Hutchinson, Kansas



E. B. FONTAINE
Commercial Term. Whse. Co., Inc.
New Orleans, La.



LeROY D. OWEN
Westland Warehouses, Inc.
Los Angeles, Calif.



H. D. RYAN
Keystone Transfer Co.
Uniontown, Pa.

NEW YORK, N. Y.

Offering a Superior Service at a Reasonable Price . . .

Fireproof Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Electric Van Service**Cold Storage****Separate Vans****Safe Deposit Vaults****Special van equipment**

for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



Lincoln Warehouse Corporation 1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gau, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

Hostetler Succeeds Sted as Pres. of Ohio Warehousemen

Due to the resignation of S. A. Sted of the Railway Warehouses, Inc., Cleveland, as president and a director of the Ohio Warehousemen's Assn., the following have been elected to serve the unexpired vacancies created by Mr. Sted's resignation:

President, G. R. Hostetler, Canton; Vice-president, L. M. Ashenbrenner, Toledo; and director, Ed. Wuichet, Dayton. Mr. Hostetler has been serving as vice-president.

The annual meeting of the association will be held at the Deshler Hotel, Columbus, Jan. 19.

Charles D. Strang

Charles D. Strang, a pioneer in the moving and storage business in Brooklyn, N. Y., died in his sleep Nov. 16 at his home. He was 67 yrs. old.

Mr. Strang was the founder and president of Charles D. Strang, Inc., and is claimed to have established the first warehouse in Brooklyn more than 50 yrs. ago. He also was said to have used the first motor-driven vans in the borough. He was a member of the New York Furniture Warehousemen's Assn. and the National Furniture Warehousemen's Assn.

Transportation Investment

\$77,500,000,000

THERE is invested in transportation, according to M. J. Gormley, executive assistant, Association of American Railroads, approximately \$77,500,000,000, made up as follows:

Highways and highway facilities	\$44,177,000,000
Steam railways	26,853,000,000
Waterways	4,142,000,000
Pipe lines	766,000,000
Airways	185,000,000

NEW YORK, N. Y.

SERVICE—EFFICIENCY—CLEANLINESS

L. & F. STORES, INC.**GENERAL STORAGE WAREHOUSES**

15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone WALKER 5-9252

NEW YORK, N. Y.

**Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.**

**IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY**

Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

The National Cold Storage Co., Inc.OPERATING WAREHOUSES FOR STORAGE OF
PERISHABLE FOOD PRODUCTS

BROOKLYN
66 Furman St.
Distribution Facilities

JERSEY CITY
170 Ninth St.
Storage in Transit

General Offices: 19 Hudson St., New York

NEW YORK, N. Y.

NEW YORK DOCK COMPANY

Executive Offices—44 Whitehall St., New York, N. Y.

WAREHOUSES

STEAMSHIP FACILITIES

FACTORY SPACE

RAILROAD CONNECTIONS

Licensed by Cocoa, Cotton, Coffee & Sugar, Metal

and Rubber Exchanges

Member: A.W.A., W.A.P.N.Y., N.Y.S.W.A., N.Y.W.W.T.

NEW YORK, N. Y.

Mr. WAREHOUSEMAN: Did you miss out on that last inquiry you received from the Metropolitan Territory?

PerkinService

May have saved it for you.

George W. Perkins

Warehouse & Terminal Service

82 BEAVER STREET, NEW YORK, N. Y.

NEW YORK, N. Y.

PORT WAREHOUSES, INC.

FREE AND U. S. BONDED WAREHOUSES

GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.

**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester County

MOVERS—PACKERS—SHIPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JERome 6-6000

Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.

Port Newark Terminal
Foot of Doremus Ave.Brooklyn Terminal
Foot of Smith St.

SHEPHARD WAREHOUSES INC.

130,000 Square Feet
Fireproof

*Distribution
Specialists*

667 WASHINGTON
STREET
NEW YORKDaily
Truck
Deliveries to

MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY

POOL CAR DISTRIBUTORS

Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

SHEPHARD WAREHOUSES, Inc.

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

NEW YORK, N. Y.

State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.

General Merchandise Storage and Distribution
in the Center of the Metropolitan AreaFireproof Buildings—Low Insurance Rate—Immediately
Adjacent to New York Central R. R.—Penna. R. R.—
Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

NEW YORK CITY, N. Y.

DISTRIBUTION...

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company
27th and 28th Streets 11th to 13th Avenue



NEW YORK, N. Y.

Weissberger Moving & Storage Co., Inc.

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

WATERWAYS AND TERMINALS



(Continued from page 24)

Victoria to Galt, Hamilton, Valleyfield, St. Catharines, Toronto and Montreal. For some time past, raw silk consumers at the points indicated had received their shipments through Chicago. The rate from Seattle to Chicago is \$6.11 per 100 lbs. on passenger train service. The new Canadian rate, it is claimed, will divert the raw silk business handled through Chicago to direct movement from British Columbia ports to the eastern Canadian consuming points. This explains the \$4.11 competitive American rate.

Grace, Pan-Pacific, Munson
Line Route Changes

REPORTS indicate that following the acquisition of the Red D Line, which, for almost a century, has been operating between New York and Caribbean Ports, the Grace Line may withdraw its "Santa" ships from the inter-coastal trade and operate them either to the West Coast of South America, or to the West Indies.

The Panama-Pacific liners California, Pennsylvania and Virginia may be assigned to the East Coast of South America run, replacing Munson Liners, which may be diverted to the New York-London service under the American Merchant Line flag. Meanwhile, West Coast cities are protesting against the withdrawal of the Grace Line and Panama Pacific ships from their service.

Higher Transatlantic Rates

SHIPPERS overseas and importers will find it to their benefit to watch commitments beyond January 1, particularly where the cost of ocean transportation will be for their account. Most authorities feel that the transatlantic steamship lines will increase their freight rates from 10 to 30 per cent, effective January 1.

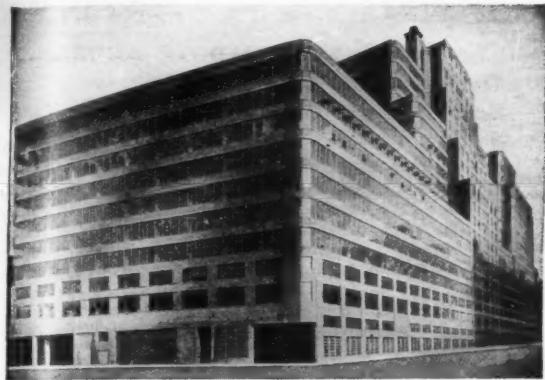
Storage Transit on Vegetable Oils

VEGETABLE oil importers at New York have threatened to divert their traffic to Sorel, Que., unless relief is given on the new storage transit rate at Edgewater and Weehawken, made effective August 15. At that time the storage and transit rate was increased from \$3.60 per car to 2 cents per 100 lbs.

Doubt That Federal Barge Lines
Will Be Operated Privately

THOSE who believe that the Federal Barge Lines will be released from Government control and turned over to private interests are sadly mistaken, according to rumors. The Lines were politically inspired and if they are sold it appears almost certain that the purchasers will be a political group, rather than business interests, competent in the field of transportation.

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: CHickerina 4-5520

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

ROCHESTER, N. Y.

Member of N.F.W.A.—A.W.A.

IN ROCHESTER, NEW YORK

"Let us give your customers the same competent and personal service that you yourself give them."

B. G. COSTICH & SONS, INC.

271 Hayward Ave. Rochester, N. Y.

ROCHESTER, N. Y.

Established 1823

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.

26 N. Washington St.
MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



Schenectady Storage and Trucking McCormack Highway

Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage Household Goods
Pool Car Distribution Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

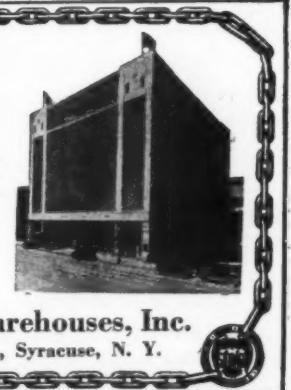
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

SYRACUSE, N. Y.

IMPROVE YOUR SERVICE—CUT YOUR SELLING COSTS

Our service ranges all the way from simple storage to complete branch-house facilities. Motor-freight daily store-door delivery over large area. Write for money-making, money-saving details.

Member AWA, ACW,
MayWA



Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1867Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

MERCANDISE

HOUSEHOLD
GOODSMOTOR FRT.
STORE DOOR
DELIVERYMEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

TROY, N. Y.

SPERRY WAREHOUSES, INC.

1 JACKSON STREET, TROY, N. Y.

Now offers shippers within a 75 mile zone—in Albany—
unusual warehouse and motor freight terminal facilities.
10 car N.Y.C. RR siding. Low insurance rate.Hudson Motor Freight Service, Inc., operating daily
service between Troy, Albany and New York City with ter-
minals in New York City, Poughkeepsie and Troy, N. Y.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.

Complete Warehousing
Service

General Merchandise — Cold Storage

Heated Storage

Private Siding and Motor Freight Terminal

Daily Trucking Service to all
Points in New York State

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing
point, "Jones of Utica" has distributed Merchandise
and Household Goods for 38 years. Every modern
facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities

MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.
Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage
in transit on Cotton—Specializing in Textiles,
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.
and N. Y. C.—Private Sidings—Sprinklered through-
out—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

Waterman Line Sailings
from New Orleans

HE Waterman Steamship Corp. (Mobile Oceanic Line) will operate sailings from New Orleans to the United Kingdom and Continental Europe in December. A steamer is to be dispatched the last half of December to Liverpool and Manchester. To Havre, London and Rotterdam, the Mobile Oceanic Line will have a last-half December sailing. No indication has been given whether the line will continue foreign service after December from New Orleans.

Traffic Sets New Record on
Sault Ste. Marie Canal

WITH the end of the 1937 navigation season just closing, freight carried through the Sault locks totals 83,391,282 tons, an all-time record for the period of the end of October. The total is 1,000,000 tons ahead of the 1929 record-breaking season when 82,183,08 tons moved to Oct. 31. October tonnage this year was 9,841,735, a reduction from last year's 10,789,338.

Barge Canal System To Pass
1936 Mark

DESPITE lowered railroad transportation rates on many commodities, shipping on New York State's barge canal will equal or exceed the 5,000,000-ton mark set last year, a State official predicted.

Commissioner of Canals Harvey O. Schermerhorn said that the canal system carried 3,667,017 tons of cargo for the year up to Oct. 2, which is 92,552 tons more than for the corresponding period in 1936.

Bush Plans Factory
Space Increase

A large-scale industrial improvement is under way at the Bush Terminal, Brooklyn, N. Y., involving the conversion of 88 one-story buildings into modernized industrial and manufacturing units.

The converted buildings will be completely sprinklered and fireproofed and will be equipped with 12-ft. high windows, floor-level loading pits for trucks and depressed railroad tracks for car-floor-level loading and unloading at warehouse or factory door. Loading tracks will be inclosed beneath metal sheds.

Initial costs will approximate \$100,000. More than 140,000 sq. ft. of floor space will be available in the first unit, which will be completed by Jan. 1.

Further Increases for
Daniels & Kennedy

Daniels & Kennedy, Inc., Brooklyn and New York City, has taken over the lease of the Old Dock car barns at Avenue B and 14th St., New York City. The property is 350 ft. on 14th St., running through to 15th St. The building adds about 300,000 sq. ft. to the warehouse property, already controlled by the company.

Construction of a two-story garage and warehouse has been started on a vacant plot on Commerce St., Brooklyn, near Hamilton Basin. The property was acquired by J. Arthur Kennedy & Son, Inc., and will add 50,000 sq. ft. to entire plottage headed by John A. Kennedy, president.

George N. Winkler, Pres.

John Winkler, Jr., has retired as president of John Winkler's Son, Inc., Far Rockaway, N. Y., household goods storage warehouse. The officers are now: George N. Winkler, president; George Winkler, Jr., treasurer; and Edward S. Russell, secretary.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in West Chester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise. Pool cars handled promptly. Motor Service. Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Bonded Fireproof Warehouse

UNION STORAGE & WAREHOUSE CO., Inc.

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25¢

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member
A.W.A.

Represented by
ALLIED DISTRIBUTION INC
11 WEST 42ND ST. NEW YORK 6-0068

Member
MayWA
1525 NEWBERRY AVE. MONROVIA

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTURING COMPANY
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

Private Siding

Members

Motor Freight Line

A. W. A. A. CHN. WHSES.

RALEIGH, N. C.

**RALEIGH
BONDED WAREHOUSE, Inc.**

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

TARBORO, N. C.

EDGECOMBE BONDED WAREHOUSE

TARBORO, N. C.

Largest Sprinklered Warehouses in

Eastern North Carolina

Insurance rate 22 1/2 cents

Pool Car Shipments and Distribution Service—Trucking Facilities

Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

FIREPROOF WAREHOUSE

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



FARGO, N. D.

Union Storage & Transfer Co. Fargo, N. D.

General Storage—Cold Storage—

Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—MNWWA—NFWA

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.

GENERAL STORAGE—MOVING

HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

American Storage & Transfer Co.

100 BEECH ST.

Merchandise Storage—Pool Car Distribution
Private Siding B. & O. Ry.—L.C.L. B. & O.—Penn. Ry.—
Erie Ry.

Member—Ohio Wholesmen's Assn.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE



Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of May. W. A.—O. A. C. H.—O. W. A.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

CANTON, OHIO

MEMBER: A.C.W. — May.W.A.
A.W.A.—O.F.A.A.—O.W.A.

CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.



merchandise, household
goods cold storage

U. S. Customs and Internal Revenue Bonded
Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representative:
Mr. J. W. TERREPORE
250 Park Avenue
Telephone: Plaza 3-2235

Chicago Representative:
Mr. W. H. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1497

OHIO**SHIPPERS' SERVICE SECTION**

D and W, December, 1948

CINCINNATI, OHIO**THE BALTIMORE AND OHIO WAREHOUSE CO.**

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at 619 Baymiller St. Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained. Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. Manager and Treasurer,
CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

**EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE**

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U. S. General Bonded Warehouse Number 1
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CINCINNATI, OHIO

**CARLOAD, DISTRIBUTING, WAREHOUSING
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring

The CINCINNATI TRANSFER Co.
Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage
Penn. R. R. Siding

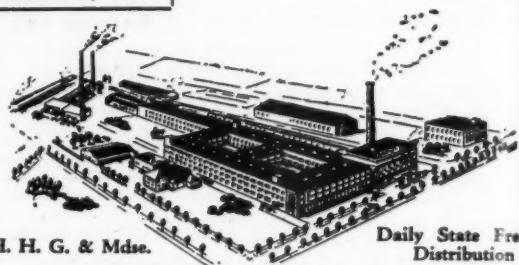
Pool Cars
Inter-City Truck Depot

**CINCINNATI, OHIO**

The "AI" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sts. of B&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO

H. H. G. & Mdse.

Daily State Freight
Distribution

BRAMLEY STORAGE CO.

A Storage House of Distinction
Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO**BRITTEN TERMINAL Inc.**

UNITED STATES CUSTOM BONDED
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks Operate Own Truck Equipment. Pool Car Distribution.



2775 PITTSBURGH AV.
Telephone PROspect 2970

**CLEVELAND, OHIO**

**Distribution Terminal
Warehouse Company**

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION
RELIABILITY — are found at**

THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

**LEDERER
TERMINALS**

... HAVE SOMETHING IN STORE for you . . .
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

HIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penns. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.

LINCOLN STORAGE

W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

Further Complaints in Philadelphia
"Top Wharfage" Case

Two briefs filed with the U. S. Maritime Commission in mid-October, call for discontinuance of the 50 cents per ton "top wharfage" fee on railroad piers in Philadelphia. Harold S. Shertz, counsel for the Philadelphia Motor Truck Assn., Inc., in one brief, asked that the railroad trade practices in the matter be investigated, declaring that ships are being given free wharf facilities at railroad piers in expectation of compensation through receiving railroad hauls.

The other brief, filed by John F. Lent, manager of the Port of Philadelphia Ocean Traffic Bureau, called attention to the alleged fact that because of the charging of this fee, ship traffic is being diverted from the Port of Philadelphia. The piers involved are operated, respectively, by the Pennsylvania Railroad, the Reading Co., the Baltimore & Ohio Railway and Philadelphia Piers, Inc. The "top wharfage" fee is exacted by the rail carriers against foreign trade merchandise moving over their piers by motor truck or team.

Grants Restraining Order on
Name of Milwaukee Warehouse

Federal Judge F. A. Geiger has granted the motion of the Watco Corp. to restrain E. D. Fryer and the Terminal Warehouse, Inc., Milwaukee, Wis., from using the name "Terminal" or "Terminal Warehouse."

The Watco Corp. purchased the rights, titles and interests of the Terminal Warehouse Co., which became insolvent in 1933, and is now reorganizing the company under the name of Terminal Storage Co. Fryer organized the Terminal Warehouse, Inc. in 1934.

Judge Geiger ruled that the Watco Corp. must post a \$1,000 bond for any damage which may be caused to the Terminal Warehouse, Inc., as a result of the injunction.

CLEVELAND, OHIO

FINE COOPERATION



is assured when forwarding your shipments in our care.

Eight modern warehouses convenient to every section of Greater Cleveland.

May We Serve You?

**The NEAL
STORAGE COMPANY
CLEVELAND OHIO**

CLEVELAND, OHIO

MERCHANDISE STORAGE

POOL-CAR DISTRIBUTION

HEATED LIQUOR STORAGE

**CUSTOMS BONDED
WAREHOUSE**

LEASE SPACE



A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

**Facilities, Service
and Security**

Merchandise Storage and Distribution . . .
Fireproof Buildings . . . A.D.T. Service . . .
Low insurance rates . . . Convenient locations
. . . United States Custom Bonded . . . Fumigation if desired . . . Pool car distribution.

RAILWAY WAREHOUSES, INC.

3450 CROTON, S.E. CLEVELAND, OHIO

Represented by ALLIED DISTRIBUTION INC.
11 WEST 42ND ST., NEW YORK 6-0968 CHICAGO
1525 NEWBERRY AVE., MICHIGAN 5531

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—8 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to
DAN EDWARDS at COLUMBUS
 Packing—Shipping—Storage—Local and Long Distance Moving—Steel
 and Concrete Warehouses—Private Siding

EDWARDS TRANSFER AND STORAGE CO.
 428 North High St., Columbus, Ohio
 Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
LET US SERVE YOU AT COLUMBUS

COLUMBUS: — Ideally located for your stocks in Central West.
THE MERCHANDISE WAREHOUSE CO.:—In the City of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.
SERVICE:—For the most exacting. No account too small or large.
 Let us serve you at Columbus.
PRIVATE SIDING ON N. Y. CENT. RY.—14-car capacity.
 U. S. Customs Bonded

The Merchandise Warehouse Co.
 370 W. Broad St. Columbus, Ohio
 MEMBER: A.W.A.—O.W.A.—A.C.W.

A D T System

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

LOW INSURANCE

FIRE PROOF

THE NEILSTON STORAGE CO.



DAYTON, OHIO

THOS. F. LARKIN WAREHOUSE & CARTAGE COMPANY
 925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

LIMA, OHIO

The Stelzer Truck & Storage Co.
 407-11 Findlay Rd.
 Merchandise and Household Goods Storage, Moving, Packing, Shipping
 Distribution of Pool cars, NYC siding
 Member: M.W.A., O.A.C.H.



MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.
 180 East Mill St., Marion, Ohio
 Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.
 Member: M.W.A.—O.F.W.A.—O.W.A.

E. Coast Longshoremen's Strike Settled

The strike of longshoremen, which tied up the movement of foodstuff, etc., from Florida to North Atlantic ports for 2 weeks, was settled Oct. 29 when the International Longshoremen's Assn. accepted the terms of a new contract offered by the steamship lines. The new scale is 95 cents an hour for regular time, \$1.42½ an hour for overtime, which is an increase of 5 cents and 7½ cents, respectively, over the old rates.

The agreement states that these wages will apply to cargo men, and the wages of the freight checkers employed by the day were increased from \$6.50 to \$7 per day with overtime of \$1.25 an hour. Pier clerks received a pay increase of 6.2 per cent with time and half for overtime.

State Not Liable for Fire Protection

The Appellate Division has unanimously upheld the State Court of Claims, in dismissing a suit against the state filed by Anna Hughes of Rensselaer, N.Y., who sought \$2,799.63, alleging property of hers stored in Rudd's Warehouse, Schenectady, N.Y., was destroyed by fire on June 7, 1936. The fire of unknown origin started in a building near the warehouse and then spread to it.

In presenting the case to the courts the attorney appearing in behalf of the Hughes' claim contends

1. The duty of furnishing adequate fire protection is a state function and the state has delegated this duty to the municipality and its officials who act as agents of the state and not of the city. Therefore the state was negligent in not supplying sufficient fire protection on the occasion of the Rudd warehouse fire.

2. No legal duty rests upon the city to supply the inhabitants with protection against fire. The city is not liable for such protection.

It was maintained by Assistant Attorney-General Leon M. Layden, appearing for the State, that the State is not charged with the duty of furnishing fire protection in Schenectady or in any other city, and is not responsible for the acts of municipalities under the circumstances set forth in the claim.

Consolidated Pool Car Service to the Pacific Coast

OPERATING extensively throughout the east from the Mississippi River to the Atlantic seaboard, the Pacific and Atlantic Shippers Assn., Inc., announces the extension of its direct rail consolidated pool car service to the Pacific coast.

The general offices of the P. & A. Shippers Assn. are located at 222 W. Adams St., Chicago and the receiving station at the B. and O. freight house No. 1. District offices and freight terminals are at Boston, New York City, Philadelphia, St. Louis and branch offices in principal cities throughout the east and middle west.

The principal point of consolidation will be at the Chicago terminal and Atlantic seaboard freight shipments will be expedited in the company's daily through cars from Boston, New York and Philadelphia with no stop-overs intermediate to Chicago.

The first car to Los Angeles moved from Chicago Sept. 20.

Smith Southgate G.M.

Frank J. Smith has been appointed general manager of the Southgate Storage Co., Inc., Norfolk, Va., to succeed the late G. W. Cherry, who was vice-president and general manager. Mr. Smith was assistant to Mr. Cherry for over 10 yrs.

MARION, OHIO

G. A. WRIGHT, Pres. & Mgr.



WRIGHT
TRANSFER & STORAGE CO.
EST. 1889
MERCANDISE—HOUSEHOLD GOODS
Wright Service to Meet Your Requirements.
Member of N.F.W.A.—O.W.A.—A.V.L.—O.F.W.A.

SPRINGFIELD, OHIO



WAGNERS SERVICE, INC.
Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

456,000 cu. ft.

**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars

Member of May WA—O.F.W.A.—T.O.L.—CA
608-10-12 Monroe St. • Adams 7144

TOLEDO, OHIO

**HERE IS REAL
WAREHOUSE SERVICE**



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6

U. S. CUSTOM BONDED

GREAT LAKES**TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST. TOLEDO, OHIO

Private Siding B&O. and N.Y.C. R.R.'s
TOLEDO'S LARGEST—FINANCIALLY
RESPONSIBLE—WAREHOUSE

TOLEDO, OHIO

The RATHBUN CARTAGE CO.
2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"**TOLEDO TERMINAL
WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association
▼▼▼ Ohio Warehousemen's Association
Toledo Chamber of Commerce

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN 6-0968 1525 NEWBERRY AVE. MON 5531

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1937

WHEN MOVING EMPLOYEES TO OR FROM
YOUNGSTOWN, OHIO
CONSULT

THE WM. HERBERT & SON CO.
646 MARKET ST.

"Over 50 Years of Dependable Service"

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.
General Warehousing and Distribution



**MOTOR
TRUCKS
& TEAMING**

**HOUSEHOLD
GOODS**

MERCHANDISE

MEMBERS
N.F.W.A., A.W.A.,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing
Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1222
11 WEST 42ND ST. PENN 6-0968

50,000 Sq. Ft.
Floor Space
Fireproof
CHICAGO 1525 NEWBERRY AVE. MON 5531

OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION

Brick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System. Insurance Rate 11.4c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail

OKLAHOMA

SHIPPER'S SERVICE SECTION

D and W, December, 1948

OKLAHOMA CITY, OKLA.

Fireproof Warehouses for Merchandise and Household Goods. Automatic Sprinkler System. Office and Warehouse 303-313 East Grand Avenue.

WE HAVE AMple TRACK FACILITIES
RED BALL TRANSFER & STORAGE
DISTRIBUTING ACCOUNTS OVER 5000

We Solicit Your Accounts for Transfer and Storage Members of American National Warehousemen's Associations

TULSA, OKLA.

MEMBER
MAYFLOWER
WAREHOUSEMEN'S
ASSOCIATION

FEDERAL
STORAGE & VAN CO., INC.
MERCHANDISE STORAGE & DISTRIBUTION
Punctual Service & Remittances
Centrally Located—Low Fire Rates

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable

Member American Warehousemen's Association, American Chain of Warehouses

KLAMATH FALLS, ORE.

Established 1926

Klamath Falls Transfer & Storage Co.
400 KLAMATH AVE.

Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,600 sq. ft. Investment \$8,000. Consign shipments via G. N. S. P. Transfers Household Goods. Equipment 2 Trucks. Cargo Insurance.

Member of A. W. A.—Ore. W. A.

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTYMember A. W. A.—Amer. Chain.
Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED AND PUBLIC WAREHOUSES

Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler EquippedMember A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANTISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST THROUGH

RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System
Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.

Serving ALL TOWNS BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSE HOLD STORAGE

L.N.E. TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

ERIE, PA.

THE ERIE
STORAGE
& CARTING
COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

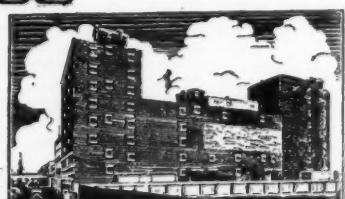
MEMBER: ALLIED VAN LINES — N.F.W.A.
P.F.W.A.—Rotary and KiwanisTHE IRWIN
TRANSPORTATION
COMPANY1502 Sassafras St
Erie, Pa.

Overnight service on merchandise to all of the above cities.

HARRISBURG, PA.

Pool
Cars

Efficiently
Handled
Merchandise
and
Household
Goods Storage



HARRISBURG STORAGE CO., Harrisburg, Pa.

P. R. R. Sidings Agent for Aera Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANTS STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.

FIREPROOF FURNITURE STORAGE
Merchandise Warehouse—LVRR Siding
Packing—Shipping—Distribution
Local & Long Distance Hauling
Members: Mayflower W.A.—P.F.W.A.—P.W.A.

Philadelphia Fights Southern
Rail Rate Reduction Plan

The Philadelphia Chamber of Commerce has filed a plea for the right to intervene in the Southern Governors' Complaint that was filed recently in Washington, asking for reduced freight rates from the South to the North.

The Philadelphia Chamber's section is explained as follows, by George W. Elliott, general secretary:

"This combination of Southern States means to use this railroad rate case as a wedge to bring Northern industries into the Southern States. It is disclosed in articles in Southern newspapers and in advertising carried in national magazines. The Southern Governors boast that they have a fund of \$500,000 being spent in advertising to lure industries to the South by capitalizing lower freight differentials, lower power rates by TVA yardstick power projects; equitable taxation and lower labor costs. So it is evident that no time can be lost and no effort spared to defeat the first part of the program on which it all hinges, namely, the lowering of freight rates into the North, below those prevailing from North to South."

Pennsylvania Breaks Precedent
in Refusing Rail Increase

Pennsylvania's new Public Utilities Commission on November 11 rejected the request of railroads—including the Pennsylvania, the New York Central, the Lackawanna, the Erie, the Reading, the Lehigh Valley, the Jersey Central and the Baltimore & Ohio—for a freight rate increase of 15 cents a ton. This decision was reached after informal conferences with railroad executives.

The incident has a peculiar angle, in that it is the first time in the history of the State that there has been refusal, by the Commonwealth, to agree with an Interstate Commerce decision. Chairman D. J. Driscoll, of the Public Utilities Commission, said that the decision would aid the ten soft coal-producing counties of Western Pennsylvania, to compete on better terms with the coal fields of West Virginia.

It was remarked by Governor Earle that the railroads could not expect the State to sanction a freight rate increase while they maintained the soft coal differential on shipments from West Virginia. Commissioner Richard J. Beamish said that coal shipped from West Virginia to New England markets had a freight rate of a dollar less than that shipped from Pennsylvania, notwithstanding that the distance from Pennsylvania is shorter.

The rejected increase would have become effective on Nov. 15 on basic commodities such as soft coal, iron, steel and cement shipped within Pennsylvania and would have raised the intra-State rates to the new figure on interstate shipping as recently authorized by the Inter-State Commerce Commission.

The Northern railroads, however, it is said, have agreed to lower their freight rates on soft coal from Pennsylvania to New England in the near future,

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehousing. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents
Members N. F. W. A.

PHILADELPHIA, PA.

A responsible nation-wide moving service. Call upon us when transferring representatives any place in the United States, Canada or abroad.

ATLAS STORAGE COMPANY
Agent: ALLIED VAN LINES, INC.
ATLAS TRANSPORTATION COMPANY
operating under tariffs filed with I.C.C.
4015 WALNUT STREET
Telephone: EVERGREEN 1200
Cable address: BOWLINGVAN

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof
46th and Girard Ave.

Cable Address "Fence"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute
pool cars of household goods. Prompt remittance.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution
Direct Railroad Siding: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.M.T.A., C.F.M.A. of Pa.



The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

PHILADELPHIA, PA.

22 MODERN, CENTRALLY LOCATED WAREHOUSES

Right in the very center of the industrial, wholesale and retail sections of Philadelphia, with more than 1,000,000 sq. ft. of storage space, bonded and free, available.

Each building is of modern construction, fully equipped, adequately safeguarded and efficiently managed by an experienced staff qualified to handle all business detail, except selling.

Accommodations are provided for practically every type of merchandise, with separate buildings for hazardous goods.

SPECIAL BANKING SERVICE is provided for the handling of bills-of-lading and loans on warehouse receipts.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices & Banking House, 111-113 S. 3rd St., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel. Hanover 2-1954
J. W. Terreforte, 250 Park Ave. Tel. Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

guaranteeing an increase of 1,000,000 tons annually to the State's bituminous fields. The battle to lower freight rates on coal from the Clearfield region to the Eastern markets was started with the appeal of the Pennsylvania Coal & Coke Co., for State aid in its fight against the Southern operations, this company contending it cost from 15 to 34 cents less to ship soft coal from the South to Boston than it did from Pennsylvania, although the distance was not so great.

\$20,000,000 Unpaid Liquor Taxes Suit Started by Pennsylvania

Attorney General Charles J. Margiotti, of Pennsylvania, is starting suit in Dauphin County to recover \$20,000,000 in unpaid taxes on liquor in storage at the time the Prohibition Amendment was repealed. The Floor Tax Act levied \$2 a gallon on all liquor in storage in Pennsylvania at the time of Prohibition repeal. The State Attorney General contends that liquor firms increased prices to State stores to include the tax, thus actually passing on the tax to the consumer, instead of the tax being paid by the company.

The first suit called for is against A. Overholt & Co., for \$1,504,521.96, which represents a balance of \$1,212,199.06, plus \$220,679 interest and a 5 per cent attorney's commission. According to the Attorney General, the Overholt company had on hand 2,271,000 gallons of liquor when the 1933 Floor Tax became effective. The tax levied in 1933 amounted to \$4,542,898, of which the company paid \$3,330,699. Suit is for the unpaid balance.

When the suit against the Overholt company is finished, the Attorney General says, similar action will be begun against the Schenley Distillers' Corp., starting Nov. 22, also in Dauphin County Court.

Overholt is owned by the National Distillers'

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

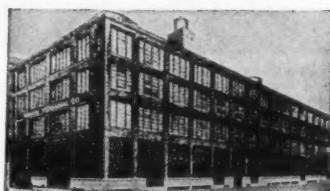
Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

Products Corp. It will be represented by distinguished counsel, including Charles Tuttle, New York one time Republican candidate for Governor of the Empire State; Reed, Smith, Shaw & McClay, of Pittsburgh, and George Ross Hull, of Harrisburg, Pa.

Pa. Requires Color Packaging
to Indicate Quality

Pennsylvania has a new law, interesting to shippers, requiring that the quality of such products as vegetables, fruits, meats, hides, poultry, eggs, dairy products, nuts, mushrooms and honey be indicated by the color of their packaging. The State Department of Agriculture has prepared a color chart on food quality. Either the color, or a plain statement of the quality must appear on the packages, or containers in instances where the purchaser cannot see the contents.

Four colors are stipulated, as follows: Blue, indicating first quality; red, seconds; green, third; and orange, fourth. Where the colors are not used in the wrapping (the statement being substituted), the wrapping must be white with the quality distinctly marked. Standards of quality have been set up by the department. The law does not apply to products exposed for sale unwrapped, as in such cases the purchaser is supposed to know the standard of the article offered for sale. Observance of the law rests with the vendor.

Surplus Egg Storage Relief
Plan in Pennsylvania

In order to relieve the egg market in Pennsylvania of the second highest storage holdings of the product since 1916, Pennsylvania poultrymen recently decided to cooperate with the National Poultry Producers' Federation and the National Association of Food (Concluded on page 95)

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

POOL CARS

LOCAL AND LONG DISTANCE MOVING

PACKING

PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS

STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.

Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923 511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. Pool Cars distributed.MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Asst. Treas.



Rowe Transfer & Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution. Fireproof Warehouse. Low Insurance.Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records.
Personal Service". Located in the center of the Jobbing & Wholesale District

Sprinklered
Private R. R. siding
Low Insurance
Perfect service

MEMPHIS, TENN.

L. E. McKNIGHT, Pres.

OUR CUSTOMERS

ARE THE BEST ADS WE HAVE, BEFORE SETTLING IN MEMPHIS. LET US GIVE YOU THEIR NAMES.

MERCHANTS

WAREHOUSE CO., Inc.

Member, Associated Warehouses, Inc.



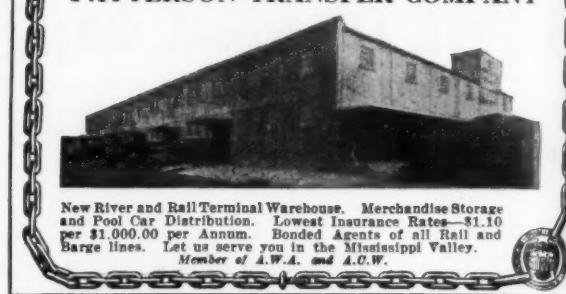
"Business goes where it is invited and stays where it is well treated."

J. W. Shugart

MEMPHIS, TENN.

Established 1856

PATTERSON TRANSFER COMPANY



New River and Rail Terminal Warehouse. Merchandise Storage and Pool Car Distribution. Lowest Insurance Rates—\$1.10 per \$1,000.00 per Annum. Bonded Agents of all Rail and Barge Lines. Let us serve you in the Mississippi Valley.
Member of A.W.A. and A.C.W.

MEMPHIS, TENN.

Pres. J. H. POSTON
Secy. and Treas. W. H. DEARING

JOHN H. POSTON

STORAGE WAREHOUSES INCOR-

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum
a Represented byNEW YORK ALLIED DISTRIBUTION INC.
11 WEST 42ND ST. PENN 6-0966CHICAGO
1525 NEWBERRY AVE. MON 5531

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.

124 First Avenue, N.

Phone 5-4153



BOND-CHADWELL CO.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, INC.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

Nashville Warehousing Co.

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding—Free Switching
Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-

versal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehouse-

men's Association—American Chain of Warehouses



BEAUMONT, TEXAS

GARDNER'S

BEAUMONT TRANSFER & STORAGE COMPANY

Est. 1895

GENERAL MERCHANDISE—H.H. GOODS STORAGE

POOL CAR DISTRIBUTION

PRIVATE SIDING—FREE SWITCHING

(Concluded from page 93)

Chains in a nation-wide marketing campaign. There are reported to be upwards of 14,000,000 cases of eggs in cold storage, which is said to be an abnormally heavy stock. The surplus of storage and frozen eggs and over-production of fresh eggs is reported to have jarred the industry considerably.

The marketing program, it is stated, will consist of a well-financed promotional drive to relieve the egg market of the surplus in storage, and a producer-consumer campaign to stimulate the consumption of fresh eggs. J. Hansell French, Secretary of Agriculture for Pennsylvania, has offered the assistance of his department, the specialist in poultry for which is E. J. Lawless, Jr. It recently was announced that a committee of ten prominent poultrymen would be appointed in Pennsylvania and other poultry-producing States.

Houston Van & Storage

Assn. Reorganized

The Houston Van and Storage Assn., Houston, Tex., was reorganized Nov. 2 at a special meeting at the American Transfer and Storage Co. The following officers were elected: N. D. Carney, president; Aaron Freedman, vice-president; and I. B. Westheimer, secretary-treasurer.

Houston Warehouse Fined \$500
for Taking Rebates

L. R. Street, owner of the Houston Bonded Warehouse, Houston, Texas, was fined \$500 in the Federal district court the early part of October on a plea of guilty to accepting rebates at his warehouse from the Houston & North Texas Motor Freight Lines, Inc.

Federal Judge T. M. Kennerly fined the warehouseman \$1,000, half of which was paid in cash and the

CORPUS CHRISTI, TEX.

PERRY TUCKER

ESTAB. 1896

Corpus Christi Transfer Co., Inc.

DISTRIBUTORS OF MERCHANDISE
VIA RAIL, TRUCK OR WATER

BONDED WAREHOUSES

Post Office Box 123

Phone 123

Members M.W.A.—S.W.T.A.—T.M.T.A.

CORPUS CHRISTI, TEX.

C. M. Crooker—Pres. J. W. Crooker—Vice-Pres.
May Crooker—Sec. & Treas.

CROCKER TRANSFER AND STORAGE CO., Inc.

Established 1812

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.A. A.C.W.

Agent for Allied Van Lines, Inc.

CORPUS CHRISTI, TEXAS

Specialists In

General Merchandise Storage —
Forwarding—Pool Car Distribution

Public bonded warehouses in Corpus Christi on Bay, Pas. and Harlingen on Mo. Pas. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Export handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

AMERICAN TRANSFER & STORAGE CO.

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 120,000 square feet of floor space; with our private siding and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years
Binyon-O'KEEFE
Tireproof Storage Co.
Dallas
Associated with Distribution Service, Inc.



DALLAS, TEXAS

E. D. Balcom

Gus K. Weatherford
(Established 1875)DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points. H & N T Motor Freight Line, serving South,
Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transferees' Assn. Rotary Club

DALLAS, TEXAS

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"

Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.
Ft. Worth, Texas Corsicana, Texas

Member of A.W.A.—S.W.A.

DALLAS, TEXAS

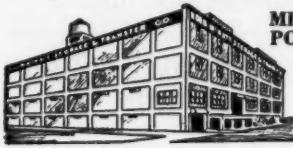


**The Interstate
Fireproof Storage
& Transfer Co.**
301 North Market St.
Merchandise Storage and
Distribution.



Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers
W. I. Ford R. E. Eagon

DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

*A Complete Merchandise Warehouse
Service*

COLD STORAGE—MERCCHANDISE STORAGE
YARD STORAGE—RENTALS

MORGAN WAREHOUSE and COMMERCIAL COMPANY

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

EL PASO, TEXAS

*"Bankers of Merchandise"
"Service With Security"*

International Warehouse Co., Inc.
1601 Magoffin St. El Paso, Texas

Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise, Stats and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 350,000 square feet of floor space; with our
private side and free switching to Fort Worth's eleven Trunk Line Railroads—in
Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Tireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.

For 60
Years



FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.

201 So. Calhoun St. Fort Worth, Texas

Merchandise and Household Goods, Storage, Cartage and

Pool Car Distribution

Member of M.W.A.

FORT WORTH, TEXAS

**A COMPLETE MERCHANDISE
WAREHOUSE SERVICE**

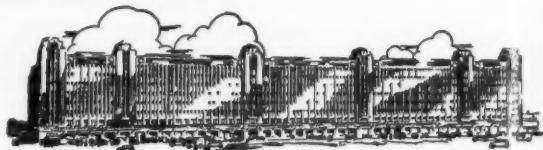
MERCHANDISE STORAGE . . . COLD STORAGE
POOL CAR DISTRIBUTION . . . FRISCO R.R. SIDING
MODERN—FIREPROOF WAREHOUSE

JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND
JOHNSON MOTOR LINE

801 W. VICKERY BLVD. FT. WORTH, TEXAS

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
**MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE**
**Texas and Pacific
Terminal Warehouse Co.**

remainder held in abeyance while the defendant was placed on probation for a 5-yr. period.

The truck line was fined a total of \$24,500, of which \$3,500 was paid, and the line was placed on probation for 5 yrs., subject to payment of the balance in case of violation of the probation.

According to the information, Street employed Houston & North Texas Motor Freight Lines, Inc., to transport a large number of shipments over an eight-month period, accepting from the carrier rebates in the amounts of 5 and 10 cents per cwt.

The carrier's tariff provided for allowance to shippers of 5 cents per cwt. on shipments delivered by the shipper to the carrier's dock. During the period, Street delivered some shipments to the carrier's dock, but had the carrier call for and pick-up many others at Street's warehouse.

Nevertheless, Street periodically presented Houston & North Texas Motor Freight Lines with statements billing the truck operator at the rate of 10 cents per cwt. for pick-up and delivery services in connection with the shipments. The carrier paid the amounts billed.

**So. W. Household Goods Tariff
Committee Appointed**

In accordance with action taken at the recent convention of the Southwest Warehouse & Transfermen's Assn., Houston, Tex., Harry Leonard, association president, has appointed a committee to compile a uniform household goods tariff for this region.

Seth Davis, of Joe Hodges Transfer & Storage Co., Tulsa, Okla., was made chairman, and other members of the committee are: George Harris, Patrick Transfer & Storage Co., Houston; H. Starr Brimm, Red Ball Transfer & Storage Co., Oklahoma City, Okla.; William Boyce, Armstrong's Transfer & Storage Co., Amarillo, Texas; and I. A. Faulk, Paul Collier's Transfer & Storage Co., Monroe, Louisiana.

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution
O. K. Warehouse Company, Inc.
 255 W. 15th St. Fort Worth, Tex.

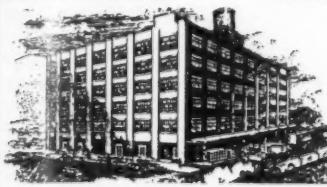
HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.
 Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
 Merchandise storage—pool car distribution, daily motor freight lines.
 Furniture vans—equipment for heavy hauling.
 Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

BINYON-STRICKLAND
WAREHOUSES, INC.
 Merchandise Storage — Pool Car Distribution
 Centrally Located — Lowest Insurance Rate
 Private Siding Southern Pacific Ry. Co.
 Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in
HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

Now serving more nationally advertised merchandise accounts than any other Houston warehouse.

HOUSTON CENTRAL WAREHOUSE CO.
 Commerce & San Jacinto Houston, Texas.
 * Represented by ALLIED DISTRIBUTION INC.
 NEW YORK 1525 NEWBERRY AVE., MONS 551

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
 General Storage Cold Storage U. S. Custom Bonded
 Pool Car Distribution
 Office Space Display Space Parking Space
 Lowest Insurance Rate
 New York Representative Chicago Representative
 Phone Plaza 3-1235 Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.
 Shipside and Uptown Warehouses
 Merchandise Storage and Distribution
 Operators—Houston Division
 LONE STAR PACKAGE CAR CO.
 1502 Nance St. Houston, Texas

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.
 Merchandise Storage — Pool Car Distribution
 — U. S. Customs Bonded —
 — Office Space —
 New York Representatives: Chicago Representatives:
 DISTRIBUTION SERVICE, INC. DISTRIBUTION SERVICE, INC.
 100 Broad Street 219 E. North Water St.
 Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

WESTHEIMER
Transfer and Storage Co., Inc.
 OVER 50 YEARS IN HOUSTON
 Fireproof Warehouses
 Merchandise & Household Goods Storage—Pool Car Distribution—Lift Van Service
 —20 car lengths of trackage.
 Ben. S. Hurwitz Agent for Allied Van Lines, Inc. Members N. F. W. A.
 President State and Local Assn.

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE
 Complete Storage and Distribution Service
 over 50 years of satisfactory service
 Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
 Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.
 HOUSEHOLD MERCHANTISE
 COLD STORAGE CARTAGE
 DISTRIBUTION
 INSURANCE RATE 10c
 Members of 4 Leading Associations

SAN ANTONIO, TEXAS

SOUTHERN TRANSFER & STORAGE CO.
 MEMBER FIREPROOF BONDED STORAGE
 U. S. Customs Bonded Warehouse—
 Cartman's Permit No. 1


TYLER, TEXAS

Tyler Warehouse and Storage Company
 Bonded under the Laws of Texas
 General Storage and Distribution from the Center of East
 Texas. Specializing in Pool Cars Merchandise.

WACO, TEXAS

TEXAS FIREPROOF STORAGE CO.
 225-227 So. 11th St.
 Modern Merchandise and Household Goods Storage
 Free Switching, Eight-Car Private Siding,
 Storage-In-Transit Privileges, Branch Office Facilities,
 Pool Car Distribution. Household Goods Transferred.
 Established 1923 H. B. Albaugh, Pres.
 Member of AWA—NFWA—AVL—SWA—ACW

WICHITA FALLS, TEXAS

Our 18th Year

Tarry Warehouse & Storage Co.
 J. P. TARRY, Owner
 Wichita Falls Fireproof Warehouse
 Motor Freight Service to All Territory

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.

Warehousing in all its branches

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

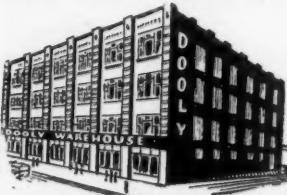
DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"

213 So. First West St.

FACILITIES—55,000 sq. ft.; Slow burning, brick, steel and mild const.; Floor load 10 tons per sq. ft. Sprinklered. A.D.T. private watchmen; insurance rate, 14c. Interurban Electric siding; free switching from all R. R.'s.

SERVICE FEATURES—Bonded, Pool car distributors. Merchandise storage, cold storage, col- lation, and prompt



paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouse to transportation depots. Office space.

ASSOCIATIONS—Utah Warehouses' Assn.

IDEAL LOCATION—On edge of Salt Lake's business and financial districts and right in the center of the jobbing section—in the heart of all business activity, and the most desirable location in Salt Lake City.

Our negotiable receipts are accepted by banks as collateral against merchandise stored in warehouse. Prompt delivery service.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

72,000

Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching.

26 years
Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mdse. in storage.

Free P. & D. service over rail and truck lines.

Member A.W.A.—N.F.W.A.—U.W.A.—A.W.I.

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.

Operating

MOLLERUP VAN LINES

Warehousing, Local and Long Distance Moving. Shipments handled from all parts of the U. S. Bonded and Insured.

J. A. MOLLERUP, Manager

ATTENTION
DISTRIBUTORS

When you must move your executives or personnel from one city to another, call in one of our household goods warehouse advertisers. He can save you time, worry and unnecessary expense.

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 30 Years Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display SpaceRepresented by American Chain of Warehouses, Inc.
New York Chicago
250 Park Ave. 83 W. Jackson Blvd.MEMBER:
A.W.A.—U.W.A.

LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.

Gilbert Storage & Transfer Co.

60 7th STREET

Pool Car Distribution of Merchandise and Household Goods.
Sprinklered Building with Automatic Fire Alarm.
Household Goods Transferred

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANTS

NEW-BELL STORAGE CORPORATION NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE 50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution
WE SPECIALIZE IN MERCHANTS AND DISTRIBUTION
AGENTS AERO MAYFLOWER TRANSIT COMPANY
Member N.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

SOUTHGATE STORAGE COMPANY, Inc.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER and STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—310,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River—Freight Truck Lines.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

THE W. FRED. RICHARDSON Security Storage Corporation
PACKING FOR SHIPMENT

Local and Long Distance Movements

ESTABLISHED 1887

Agent for Allied Van Lines, Inc.

STORAGE

HOUSEHOLD

GOODS

OBJECTS OF ART

FURS - RUGS

VALUABLES

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
 ESTABLISHED 1908 1709 E. CARY ST.
 U. S. BONDED & PUBLIC WAREHOUSES
 MERCHANDISE STORAGE & DISTRIBUTION
 INSURANCE RATES 20c PER \$100 PER YEAR
 Member A.W.A.
 BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
 Pool Car Distributors
 General Merchandise Storage
 421-25 EAST CAMPBELL AVE.
 ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Private Railroad Siding

Automatic Sprinklers

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
 for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

SEATTLE, WASH.

ABC STORAGE CO.

Estab.
1909

We Make a Specialty of Storage for
 Agents, Brokers, and General
 Business Houses

Private Siding. Shipments Via Any Railroad. Pool Car Dis-
 tribution. Sales Representation. Labeling, Grading, Sorting,
 Motor Freight
 Terminal

Boxing. 394 So. Alaskan Way

WE'VE HEARD THAT—

(Continued from page 21)

balance for the first 9 months of the year to \$48,446,000.

Merchandise exports in September stood at \$296,729,-
 000, against \$220,539,000 in the like 1936 month, an
 increase of 34.5 per cent. Imports, falling to the lowest
 level since November, 1936, totaled \$233,361,000, as
 against \$215,701,000 for September last year, an in-
 crease of 8.2 per cent. Foreign trade for the month
 reached \$530,000,000, against \$436,240,000 in Sep-
 tember last year, an increase of 21.5 per cent.

Cotton Insulation

COTTON is to be used as an insulation for cold-
 storage buildings. It is to be processed to fire
 resistance and will be vermin-proof. It has already
 been used in the frozen fruits plants at Montezuma,
 Ga., in freezing rooms whose normal temperatures are
 45 deg. F. below zero, with the average mean tempera-
 ture outside during seasonal operation, approximately
 96 deg. F.

The tying up of the cotton industry with insulation
 will mean much to the cotton producer, the cotton man-
 ufacturer and the linter producer, it is felt.

Closed Shop Validity Upheld

SUPREME COURT JUSTICE MITCHELL MAY in
 New York has upheld the validity of closed shop
 agreements between employers and employees in denying
 applications of six employees for injunctions to
 restrain transport companies from discharging them
 for their failure to join the Transport Workers of
 America.

The court, in one of the first judicial rulings on this

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
 SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet
 INSURANCE .133 Cents per \$100.00
 GENERAL STORAGE AND DISTRIBUTING SERVICE
 OPERATING 65 AUTOS Since 1889
 Members of NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Northwest
Distributors**

Seattle—Tacoma—Portland
 Seattle, 2030 Dexter Avenue
 Dean C. McLean, Mgr.

SEATTLE, WASH.

OLYMPIC WAREHOUSE
& COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 170,000 cu. ft.; Dry storage,
 66,000 sq. ft.; Rentals, 20,000 sq. ft. **Fireproof**, brick const.,
 Sprinkler system. **Insurance rate**: 12.8c. **Siding** connects with
 all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State License No.
 2; State Liquor Control Board. **Pool car** distributors. **Office rentals**
 (modern facilities, nominal rentals, telephone and stenographic service).

ASSOCIATIONS—A.W.A. (C.S.); Wash. State Wharves, Assn.

OTHER DATA—Our negotiable warehouse receipts are accepted by
 banks as collateral for loans against merchandise stored in our warehouse.

1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

SEATTLE, WASH.

TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
 Associated with leading warehouses through
 DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
 Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY
 1990 Alaskan Way

GENERAL MERCHANDISE
 STORAGE

100,000 sq. ft. capacity
 Established 1900



POOL-CAR
 DISTRIBUTORS
 U. S. Customs Bond
 Free Switching

SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

WINN & RUSSELL, INC.

U. S. Customs Bonded

General Merchandise Storage & Distribution

Trucking
Service

Insurance .1225 per \$100.00 a year

Fumigation

Free Switching

a Represented by
NEW YORK 1512 NEWBERRY AVE., MONROVIA

1525 NEWBERRY AVE., MONROVIA

CHICAGO

Attractive
Offices

SPOKANE, WASH.

Satisfaction
AssuredOPERATING WAREHOUSES
IN PRINCIPAL CITIES OF THE WEST**BEKINS**
MOVING & STORAGE CO.
S. 151 Adams St.
R. K. McELWEE, Mgr.

SPOKANE, WASH.

Millard Johnson
Pres.W. B. Fabia
Secy.Consign to
SPOKANE TRANSFER & STORAGE CO.
A. W. A. 308-316 Pacific Ave. N. F. W. A.Merchandise Department
Largest Stock-Stocks in the
"Inland Empire."
(67,000 sq. ft.)Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.
Drayage Storage Distribution
Located in Center of Wholesale
and Jobbing District
General Merchandise Storage

HUNTINGTON, W. VA.

THE SHIPPING CENTER for
4 STATES

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.
1639-41-43-45 Seventh Ave., Huntington, W. Va.
Member of A.C.W.—A.W.A.

WHEELING, W. VA.

Central Distribution for
• WEST VIRGINIA
• Western PENNSYLVANIA
• Eastern OHIO
POOL CAR DISTRIBUTION
GENERAL MERCHANDISE STORAGE
Members A.W.A.—A.C.W.—W. Va. M.T.A.UNION
WAREHOUSE
HOLDING CO.
Main, Sixteenth
and South Streets

GREEN BAY, WIS.

LEICHT TRANSFER AND STORAGE CO.

100 South Broadway

Merchandise Distributors and Household Goods
Forwarders.Haulers of Cement and Contractors Equipment and Heavy Machinery
to All Points.U. S. Customs, Warehouse, State and Public Bonded.
Waterfront Facilities: Private Siding CB&W.
Wood Pulp a Specialty. Pool Car Distribution.
Members of MayWA—WisWA

aspect of the closed shop question, held that New York labor unions are exempt from laws forbidding monopolies. The ruling said that such contracts are in consonance with the public policy of the state as expressed by its legislature."

The case aroused considerable interest in labor and industrial circles and is believed to be the beginning of test litigation for higher court rulings on the legal status of closed shop contracts.

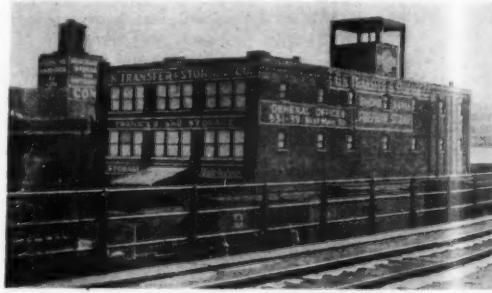
Newsprint from Gum Wood

D R. CHARLES HERTY has announced perfection of a process for manufacture of newsprint from black gum wood, a characteristic tree of Atlantic and Gulf Coast river swamps. He described it as "the most important development from our laboratory since the day we made our commercial experimental run with pine pulp at Thorold, Canada, about four years ago."

O.K. of Oklahoma City
Makes Big Expansion

T HE O. K. Transfer & Storage Co., whose general offices are at 531-39 West Main St., Oklahoma City, has established a new warehouse to be used exclusively for merchandise storage, at 2 and 4 East California.

The building, of brick construction, is three stories and basement, furnishing 30,000 sq. ft. of floorspace. Ceilings are high. Served by Rock Island trackage, the



location is highly desirable, being immediately adjacent to the wholesale district, yet within four blocks of the retail business center.

The unusually low fire insurance rate of 10 cents per \$100 per year has been accorded the building which is equipped with A. D. T. sprinkler supervisory service. All openings are equipped with A. D. T. burglar protection.

In charge of all merchandise, storage and handling at the new warehouse, is T. R. Hodge, traffic manager, who has been with the company for 21 yrs. Fifteen employees are under his supervision.

In addition to the new warehouse, the company has leased a part of the M. K. & T. freight house at 200 East Reno, through which are handled pool cars for immediate distribution.

The company recently enlarged its truck terminal at 539 West Main St., making it wider and adding about 12 ft. to the length. It also recently acquired 100 ft. additional frontage for garages at 721 West Grand Ave., providing in all 250 ft. street frontage there. These garages are three blocks from the main plant and general offices at 531 West Main St.

E. C. Lette, Jr., formerly of Chicago, is now special representative in the solicitations and purchases department of the company. E. C. Lette, Sr., is president of the firm.

LeRoy, 14-yr. old son of E. C. Lette, Sr., recently received appointment to the Oklahoma Military Academy at Claremore, thereby following in the footsteps of his older brother.

LACROSSE, WIS.

La Crosse Terminal Warehouse Co.
GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.

Free switching service
Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

MADISON, WIS.

MRS. ROBERT M. JENKINS, Pres.

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Siding Milwaukee Road,
Free Switching All Roads

Established 1895



LIFT VAN SERVICE WORLDWIDE

(Concluded from page 19)

and have never been to Washington at all.

In the development of its foreign business the Security Storage Co. has found it necessary to have correspondents in various parts of the world, and these have been secured through memberships in foreign associations, and by personal investigation over long series of years and much travel. Through these agencies the company is able to undertake removals to almost anywhere. It is in fact as easy to book and execute an order for a removal from Budapest to Buenos Aires, as it is to book an order for removal by Allied Van Lines from Chicago to Washington, and what seems more remarkable to laymen it is able to quote prices for such removals from door to door. If the agent who packs and loads the goods in the van is one the Security company has confidence in because of their or his experience and care they will insure the shipment against all risks including breakage, for a low premium.

We remarked that in connection with these tremendously long distance removals from one country to another there must be a great deal of grief, and were surprised to be told that on the contrary there was less loss and damage and less complaints by far on these removals than on the ordinary removals by motor van. When we asked for an explanation of this Mr. Aspinwall explained that in the first place the vans, owing to their construction, had to be carried horizontally and they normally encountered no more vibration and jarring than would a motor van in transit over the road. Furthermore, the furniture before loading in the vans was thoroughly padded and wrapped, and the vans loaded with painstaking care. When anyone moves his household furniture to a foreign country it is almost invariably the case that the goods taken are of a reasonably valuable character, and it is not difficult to convince the owner of the company of paying for preliminary padding and wrapping. Whatever the reasons, we were convinced by the big file of letters we were shown, from customers expressing their appreciation of the "lift" van service, that this is true. In confirmation of this Mr. Aspinwall assured us that the insurance underwriters were willing to write an all risk policy covering shipments including breakage in these vans, at a lower rate, for instance, from Chicago to London, than they would from Chicago to Seattle.

Temperature of Burning Warehouses

If your warehouse should burn down, what temperature would be developed? The chances are you don't know, in which case you will no doubt be interested in the following actual occurrence:

Some time ago the problem was presented to an

MILWAUKEE, WIS.



in Milwaukee

United States Government
Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street

San Francisco—625 Third Street

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

HANSEN
STORAGE CO.

850 Foot Dock

Largest in Wisconsin
18 Warehouses

Specializing in—
Merchandise Distribution and Complete
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE



MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE RAILROAD SIDINGS

OF EVERY AND
DESCRIPTION DOCKING FACILITIES

LOCATED IN HEART OF BUSINESS DISTRICT

OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.



MILWAUKEE, WIS.

* AN ASSOCIATED

"MILWAUKEE'S
FINEST"



NATIONAL WAREHOUSE
CORPORATION

Serving the Nation's
Leading Shoppers

EVERY PHASE OF
GENERAL
MERCHANTISE
WAREHOUSING
and
DISTRIBUTION

C.&N.W.R.R.
Sidings

OUR PROPERTIES—BONDED—RESPONSIBILITY
New York Office..... Tel. MURRAY HILL 2-7645
Chicago Office..... Tel. FRANKLIN 6263

RACINE, WIS.

In
Racine!

RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping

1 to 7 Main Street, Racine, Wis.

CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE
JOHNSTON
 National Storage, Ltd.
 STORAGE — CARTAGE
 FORWARDING — DISTRIBUTING
You Can Buy No Better Service

LONDON, ONTARIO

FIREPROOF WAREHOUSES LIMITED

Merchandise storage and distributors. Furniture storage with local and long distance cartage service. Siding from C.N.R. and C.P.R., with interswitch from Michigan Central. We own and operate two fireproof constructed warehouses with low insurance.

OTTAWA, ONTARIO



A. Godfrey Fournier, Pres. & Gen. Mgr.
Fournier Van & Storage, Ltd.
 114 RIDEAU ST.
 Household Goods Storage, Moving and
 Packing

Three warehouses—Private Siding—Free Switching all roads.
 Ottawa's Oldest and Most Reliable Crating House.
 Established 1883

THOROLD, ONTARIO

DISTRIBUTE IN CANADA

FROM THE WELLAND CANAL AREA

A terminal point for all the Canadian package freight lines; New York State barges canal and direct shipping to ocean ports. We offer the most central location in Canada for distribution by water. Also Canadian National Railways and trucking connections.

INDUSTRIAL SITES AVAILABLE. INQUIRIES INVITED.
NIAGARA DISTRICT WAREHOUSE and FORWARDING CO., Ltd.

TORONTO, ONTARIO

Tippet-Richardson, Ltd.

Furniture Storage — Crating and shipping — Long distance moving.

218 Front St., E., Toronto, Ontario

C. F. B. Tippet, Pres.
Howell Warehouses, Ltd.

General merchandise storage and distribution. Soliciting American accounts doing business in Canada.

TORONTO, ONTARIO

W. J. PICKARD, Ltd.

369 Church St.

**PACKING—MOVING—STORING—SHIPPING
 OF HOUSEHOLD GOODS**

engineer to compute the correct size of safety valve for use on a pressure vessel containing liquid so that, in the event of a fire, the valve would be large enough to discharge the entire contents of the vessel within a given time. An explosion would thereby be prevented.

The engineer wrote a note to the consultant of the company and asked, "How hot does it get in buildings while they are burning down?" all of which the consultant immediately characterized as a "fool question."

However, it was not and is not a fool question. Knowing the outside temperature, knowing the quantity of liquid in the vessel, and knowing the area of heating surface, it is possible to arrive at a close figure for the rate of generation of ammonia gas, methyl chloride, carbon dioxide, freon, steam, etc., under that temperature, and thus the size of safety valve is rationally determined. The gas can escape without causing dangerous pressure.

The consultant finally had to admit that, after all, it was a sensible question, and he was also obliged to admit that he didn't know.

Whereupon the engineer decided that he would find out. He went to many sources of information. After much searching he learned from a large manufacturer of fireproof safes that the average temperature of burning buildings is 1700 deg. F. The safe makers arrived at this figure by noting that where there is any brass in the building the brass either is not melted, or, it is just on the verge of melting. Brass melts at 1700 deg. F.

Possibly this information will prove helpful to designers, operators and owners of warehouses.

Handling Charge Complaint Against Steamship Lines

Complaint has been filed by the Amerlux Steel Corp. and others against 100 steamship lines comprising virtually all Ward coast lines asking that the so-called handling charge collected by the carriers be suspended by the maritime commission. The complaint also alleges that the carriers have engaged in a conspiracy to maintain the handling charge and in doing so have stifled competition in violation of the shipping act, 1916.

In the complaint, it is also alleged that since Jan. 1, 1936, each line has had and now has, a regulation and practice in effect at the domestic ports relating to and connected with the receiving, handling and delivering of property in foreign commerce, providing that the carrier, its agent, or stevedore shall perform at the expense of the consignee or consignor, the handling service at the domestic ports:

1—On terminal direct from place where unloaded from rail car or other vehicle to ship's tackle.

2—From place of rest on terminal, barge, or lighter to ship's tackle.

3—From ship's tackle to place of rest on terminal, including ordinary breaking down and trucking.

The complaint further states that "in connection with said receiving, handling, and delivering of property, and under such regulation and practice, a charge is imposed upon the shipper of such goods, which charge is purported to cover cost of such handling."

It is further charged that the regulation is unjust and unreasonable in that it is not economically possible for defendants to receive or deliver such goods at ship's tackle.

Pa. Truckmen Ask Relief from 44-Hr. Week

The Pennsylvania Motor Truck Assn., Inc., Oct. 28, asked for exemption of State truck operators from provisions of the 44-hr. week law. Two grounds were given in a petition to that effect, filed with the State Department of Labor and Industry, by Edward Gogolin,

TORONTO, ONT.

M. A. Rawlinson, Pres., J. H. Warren, V. Pres. & Mgr.

M. RAWLINSON, Ltd.

Established 1886

610 YONGE ST.

Seven Buildings to Meet All Requirements for Modern Storage and Distribution

Customs Bonded. Pool Car Distribution. Household Goods Transferred. Motor Truck and Team Service.

Members of CanS&T—NFWA—BAIFR—FWRA—TC&W

association president. The operators claimed they were under Federal jurisdiction through terms of the 1935 Federal Motor Carriers' Act. The petition pointed out that the Interstate Commerce Commission held public hearings on the subject of hours and that Examiner R. W. Snow had recommended a 60-hr. week for motor carrier employees. The truckers also claimed that it would be impossible for the industry to operate on a 44-hr. week, one reason being that truck transportation is based on the necessity of serving the public at call and demand "to such points and places as it may be necessary to operate vehicles, the very reason of truck transportation being its flexibility."

Hardesty Seattle T. C. Pres.

O. W. Hardesty, traffic manager of the Centennial Flouring Mills, Seattle, Wash., has been elected president of the Seattle Industrial Traffic Managers Assn. Mr. Hardesty takes the place of W. A. Norton.

Other new officers include L. S. Monroe, Union Oil Co., vice-president; R. W. Flinkman, of the American Cracker Co., secretary and treasurer; and Alex D. Stewart, re-elected executive secretary.

An Appreciation

THANK you very much, (Mr. Parker), for your air mail letter of the 27th inst., in which you reply to our letters of July 29th and August 11th in which we had inquired regarding taxes requested by the State of Michigan for merchandise stored in a Detroit warehouse.

We value your information, and appreciate that you have taken time during your vacation to answer us, although we did not intend when writing you to disturb your vacation. We thought that your office would hold this pending your return. If we have caused you any inconvenience we regret it very much.

Again thanking you for so promptly responding to us, and thanking you for your valued opinion, we are—W. A. Benz, Secretary, Strohmeyer & Arpe Co., 139-141 Franklin St., New York.

Profit-Sharing Plan for Warehouse Employees

I NOTE on page 19 of your September issue you ask whether any warehouse organization has a Profit-Sharing Plan.

For your information, we have such a plan in effect. Would be glad to have you mention the fact in your magazine, and if any employers wish to write in to me personally, I will see that they are given the information as to how the plan operates.—Milo W. Bekins, President, Bekins Van & Storage Co., Los Angeles, Calif.

For the convenience of shippers, this section is arranged geographically

TORONTO, ONTARIO

TERMINAL WAREHOUSES LIMITED

SUCCESSORS TO

CANADIAN RAIL & HARBOUR TERMINALS LIMITED

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold **STORAGE** Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching.

Pool Cars to All Major Distributing Points

WINDSOR, ONTARIO

E. W. LANCASTER CO. Limited

I. C. C. Certificate MC 286

International Moving & Cartage

We have our own highway licenses for Canada and United States, eliminating transfer of furniture en route.

Storage—Crating—Packing—Shipping

Pool Car System Private Siding

Windsor, Ontario & Toronto, Ontario

Reference Bank of Montreal

MONTREAL, QUEBEC

Morgan Trust Company

Furniture **Two**
Storage **Warehouses**

For 90 years
connected with Montreal business.

All consignments
to us will receive most careful
attention.

1455 UNION AVENUE



MONTREAL, QUEBEC

Established 1903
W. G. KENWOOD, Pres. & Mgr. Dir.

Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. & T. A.

MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPA, S.A. (MDSE & HHG) Apartado (P.O.B.) 1146
Pres. & Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whs.

Connected with all Mexican RR's

Sterling of General mds. Forwarding, Packing furniture

Consular invoices. Assoc. NFWA

Correspondent Security Storage Co., Washington, D. C.



Luxurious...refined...
exclusive yet homelike...The Drake
fills every requirement of a modern hotel

A. S. KIRKEBY
Managing Director

THE *Drake*

LAKE SHORE DRIVE • CHICAGO

Going to DETROIT?

SELECT THE BEST HOTEL FOR
•COMFORT•ECONOMY•LOCATION

EACH ROOM WITH COMBINATION
TUB AND SHOWER

810
OUTSIDE
ROOMS

FROM
\$2.50
DAILY

THE BARLUM HOTEL
CADILLAC SQUARE AT BATES STREET

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*Check These Points
Before Ordering
That Body*

- ✓ CONSTRUCTION
- ✓ STRENGTH
- ✓ LIGHT WEIGHT
- ✓ LONG LIFE
- ✓ APPEARANCE

Then ask anyone why Gerstenslager
Bodies Excel

*Your inquiry regarding any type of
closed body will receive prompt at-
tention. No obligation.*

THE GERSTENSLAGER COMPANY
"America's Van Body Builders"
WOOSTER, OHIO

Established 1860

"77 Years of Building Just Good Bodies—Nothing Else"



Three
NEW MODELS
and a
FULL LINE
1/2 TO
12 TONS

Built to shoulder loads not practical for lighter trucks, GMC's new $\frac{3}{4}$ -ton, new 1-ton, and new $1\frac{1}{4}$ -ton models are stoutly framed, amply powered, and equipped with the biggest standard bodies (panel, pick-up and stake) that trucks in this class afford! GMC now offers longer-life trucks in the "light heavy-weight" class—sized for every specific haulage requirement—and all with GMC traditional high quality—all priced down near the lowest!

GMC Announces FOR 1938

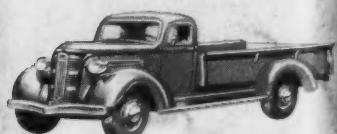
- IMPROVED DUAL-TONE APPEARANCE
- GREATER DRIVER COMFORT AND CONVENIENCE
- BIGGEST STANDARD BODIES IN THE INDUSTRY
- MECHANICAL BETTERMENTS
- GMC PRICES STILL CROWDING THE LOWEST
- LOWEST PRICES FOR STANDARD CAB-OVER-ENGINE MODELS

GMC offers for 1938 three new fast-duty models, a new $\frac{3}{4}$ -ton, a new 1-ton—and a stalwartly built $1\frac{1}{4}$ -ton model. GMC introduces a long list of mechanical betterments, notably improving its extensive line. GMC un-

veils a new stream-style dress, a still finer evolution of its already famous "Dual-Tone" design. And GMC offers all models $\frac{1}{2}$ to 12 tons at prices that are still crowding the lowest! See these trucks—see your GMC dealer.



new $\frac{3}{4}$ -TON



new 1-TON



new $1\frac{1}{4}$ -TON

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